REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL (RFP) FOR THE LEASING OF TRANSNET PIPELINES' BETHLEHEM LIQUID PETROLEUM DEPOT

TRANSNET PIPELINES

ISSUE DATE: 05 OCTOBER 2026

CLOSING DATE: 04 DECEMBER 2026 @17:00 (SAST)

1. Background and Overview

Transnet Pipelines established in 1965, is an operating division of Transnet SOC Ltd, a South African state-owned company which plays a critical role in the energy industry in the South African economy. Transnet Pipelines core strategic mandate is to ensure petroleum security of supply for the inland market and gas security of supply for the KwaZulu Natal market using environmentally responsible methods while ensuring optimal efficiencies.

The Bethlehem Depot is a strategic inland fuel storage and distribution facility that forms part of the historic Durban –Johannesburg Pipeline (DJP). The decommissioning of the DJP has resulted in the depot becoming a stranded asset. As a result, Transnet Pipelines is seeking viable alternative uses for the stranded asset to maximise its value and operational potential.

2. Request for Proposal (RFP)

Transnet Pipelines would like to invite parties interested to submit proposals to enter into a Lease Agreement for the Bethlehem Liquid Petroleum Depot for the storage and distribution of refined fuel.

Transnet Pipelines is open to a consortium or incorporated joint venture structure of a bidder, bidder entity or bidder group, provided there are clear links and explanations as to key issues relating to the partners/members experience in the upstream, midstream, or downstream liquid petroleum market, financial capability and which company or group of companies ultimately takes the lease.

Transnet Pipelines will award Lease of Bethlehem Liquid Petroleum Depot based on the successful negotiation and finalization of the binding Lease Agreement with the relevant parties.

3. Description of Assets

The Bethlehem depot is located along Joubert Street in industrial area of Bethlehem in the Free State. The Bethlehem Depot is a petroleum facility comprising operational, maintenance, utility, and administrative infrastructure. The facility includes a pump house that accommodates the pumping equipment, together with an adjacent control room for monitoring and controlling depot operations. The site is equipped with a pipeline launcher and associated block valves to facilitate pipeline pigging and isolation activities. Product quality monitoring is supported by densitometers, while environmental protection infrastructure includes a slop tank, sump, oil separator, and spill basin for the containment and management of hydrocarbon spills and contaminated water. The depot also incorporates dedicated fire protection systems, including a fire pump house, water storage tanks, and a fire cubicle, to ensure emergency response capability.

The facility further contains a range of support buildings and services, including an office building, laboratory, instrument workshop, store, garage, and parking area, which support daily operational, maintenance, and administrative activities. Personnel welfare facilities are provided

through an ablution building. The electrical infrastructure includes a 25 kV main substation, 3.3 kV substation, switchgear building, transformers, and fan house, providing reliable power distribution to the depot's critical equipment.

Additional infrastructure includes garages, a carport, internal access roads, and a 2.4m galvanised steel palisade security fence enclosing the facility. The overall layout is designed to integrate operational efficiency, personnel safety, equipment maintenance, environmental protection, and emergency response within a secure depot environment.

The site layout for Bethlehem depot is included below.

4. Scope of Requirements

Transnet intends to appoint a Lessee to commercially lease, operate and maintain the Bethlehem Depot for at least ten years following an RFP procedure. Transnet Pipelines reserves the right, at its sole discretion, to amend the lease period after the RFP closing date.

The appointed Lessee will be required to assume operational responsibility for the depot and ensure that it is efficiently managed in alignment with applicable regulatory requirements and industry standards. This includes the safe handling, storage, throughput, and dispatch of petroleum products, while maintaining the integrity of the facility and associated infrastructure.

The Respondent is required to submit a detailed technical proposal demonstrating its capability to operate and manage the Transnet Pipelines Bethlehem Depot effectively. This submission must include the bidder’s understanding of the scope of work, proposed operational approach, and methodology for managing depot activities such as product receipt, storage, and dispatch.

The Bethlehem Depot used to only receive product via pipeline and has subsequently been isolated from the pipeline network. Therefore, the Respondent would have to implement site improvements to enable road and/rail receipt and dispatch of the petroleum products to and from the depot at their own costs.

5. NERSA Requirements

Bethlehem Depot was licensed as an accumulation facility within Transnet Pipelines pipeline network operations license with National Energy Regulator of South Africa (NERSA). Accordingly, Bethlehem Depot requires to be licensed with NERSA as a storage facility before it can be operationalized by the appointed Lessee. The Lessee shall remain responsible for the accuracy and completeness of the information provided and for complying with any conditions imposed by NERSA.

It is the responsibility of the successful Bidder to familiarise themselves with the NERSA requirements for an application for a licence in terms of the Petroleum Pipelines Act, 2003 (No. 60 of 2003).

6. Proposal Criterion

A comprehensive business proposal document must be included in the RFP submission. The comprehensive proposal must include the commercial terms, evidence of experience in either the upstream, midstream, or downstream liquid petroleum market and evidence of financial capability to operate and maintain the Bethlehem Depot (credit facilities will not be accepted).

The below minimum acceptance criteria will be utilized for shortlisting Respondents who will be invited to enter into discussions for Bethlehem Depot Lease Agreement. Proposals that do not meet the minimum criteria will not be considered.

Criteria	Minimum Acceptance Criteria
Provision of all mandatory documents	The Respondent is required to provide all the mandatory documents listed in Annexure A. Proposals from Bidders that fail to provide any of these documents will not be considered.
Lease Term	Greater than or equal to ten (10) years Payable Monthly
Proven experience in the liquid petroleum market	Experience in the upstream, midstream, or downstream liquid petroleum South African market and relevant licensing i.e., wholesale license, NERSA operating license, etc.
Financial capability to operate and maintain facility to Transnet Pipelines standards	Certified copies of last 3 years audited annual financial statements

Transnet Pipelines reserves the right to disqualify respondents providing incomplete, inaccurate financial information.

7. Deposit and Pricing Schedule

The successful Lessee will be required to pay a refundable deposit prior to the commencement of the lease agreement. Bidders are required to complete and submit the pricing schedule as part of their submission, indicating their proposed rental rate per month.

8. Mandatory Site Briefing

Transnet Pipelines will hold a mandatory site briefing at Bethlehem Depot on 27 October 2026 at 9:30 am. Bethlehem Depot coordinates are -28.22947908, 28.29819145.

Flame-resistant personal protective equipment (PPE) is required. Proposals from parties that fail to attend the site briefing will not be considered.

9. Clarification Questions

Transnet Pipelines will accept written clarification requests from Respondents. All clarification questions must be submitted in writing to TPL.Commercial@transnet.net by no later than 14 November 2026 at 17:00 SAST.

10. General Respondent

This RFP does not and will not be deemed to constitute an agreement or an offer by Transnet Pipelines that is capable of acceptance and any response to, or signature of, this RFP shall not give rise to any obligations on the part of Transnet Pipelines.

Transnet Pipelines will not have any liability to any party arising in connection, whether directly or indirectly, with this RFP or any response received by an interested party.

Transnet Pipelines reserves the right to amend, modify or withdraw this RFP, or any part of it, or to terminate or amend the plans for Bethlehem Depot, at any time, without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal, or termination. A Respondent to this RFP warrants that the information provided is true, accurate and complete

11. Confidentiality

The proposals and appendices/annexures submitted by the Respondent to this RFP will be treated by Transnet Pipelines as confidential and Transnet Pipelines will not, without the Respondents written consent directly or indirectly communicate or disclose (whether in writing or orally or in any other manner) the proposal to any other person.

Transnet Pipelines will only use the proposal for the sole purpose of this RFP. Notwithstanding the aforementioned, Transnet Pipelines may disclose the proposal to Transnet's agents who strictly need access to the proposal for the sole purpose of this RFP and Transnet may disclose the proposal to the extent required by law or rules of any applicable regulatory authority. The proposal shall remain the property of the Respondent, and its disclosure shall not confer on Transnet any rights, including intellectual property rights over the proposal whatsoever.

Any information or data which is already known to Transnet Pipelines as of the date of submission of the proposal, information or data acquired by Transnet Pipelines independently from a third party, or information or data that is or becomes known in the public domain, shall be excluded from the operation of this confidentiality clause.

12. Annexure A: Mandatory Documentation

The Respondent (s) shall provide all of the below listed documentation with their proposal. Failure to provide all the below documentation will result in the bidder not being considered:

1. Detailed business proposal which must include:
   1.1. Market demand volumes and annual throughput volume;
   1.2. Details of the target customer base;
   1.3. The nature of the proposed business initiative and necessary developments;
   1.4. The value adding of the business proposal to Transnet;
   1.5. New supplier development contribution and job creation opportunities to the region.
   1.6. Detailed description of how the product will be delivered into the tanks and a description of how the product will be distributed out of the tanks. Detailed description of the products to be stored in each tank.
   1.7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
   1.8. Finance model (forecast model);
   1.9. Detailed approach outlining associated risks and mitigation actions;
   1.10. Technical abilities of the Bidder to maintain and operate a fuel depot;
2. Pricing schedule indicating the proposed rental rate per month in the following format:

Activity	**Rate (R/month) excl. VAT**
Rent	

3. The relevant trading license i.e Wholesale License, NERSA operating license, etc
4. Certified copies of last 3 years audited annual financial statements;
5. Company profile;
6. Company Structure;
7. Proof of Registered Business Address (e.g., municipal bill);
8. Company Registration Documents (e.g., CIPC Certificate of Incorporation, CoR14.3; CoR15.1A) and Certified Copies of Directors' Identification Documents;
9. Consent Letter for Transnet Pipelines to conduct credit assessment of the Respondent in company letter head;
10. Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage;
11. SARS Tax Clearance Certificate;
12. Confirmation of bank details from bank (with bank stamp);
13. Shareholders Agreement;
14. Shareholder Certificates (if applicable);

13. Closing date for submissions

The response as per above must be submitted by email to TPL.Commercial@transnet.net by no later than 04 December 2026 at 17:00 SAST.

Any response submitted after the deadline will not be considered.

EVALUATION CRITERIA

Bid Responses submitted in respect of this RFP will first be assessed based on compliance with the Functionality Criteria, and only if a Bid Response complies with the Stage 1 of the evaluation criteria (Functionality Criteria) will it be evaluated in Stage 2 (Price and Preference).

STAGE 1 OF THE EVALUATION CRITERIA: FUNCTIONALITY CRITERIA

Note: Only Tenderers with a total functionality score of **60%** will be considered.

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
Business Proposal	The business proposal will be assessed on how thoroughly it outlines procedures for each stage of product movement, including receipt, storage, handling, and dispatch, with particular emphasis on safety, accuracy, and efficiency. Bidders must clearly describe processes, workflows, and controls that ensure product integrity, prevent losses, and minimize risks associated with hazardous materials. The level of detail and practicality of the proposed operational procedures will also form an important part of the evaluation. Bidders are expected to provide step-by-step descriptions supported by diagrams, process flows, or standard operating procedures where applicable.	30	**Refer to T1.1**
Previous Experience	Demonstrate experience in the upstream, midstream or downstream liquid petroleum South African market. Provide the relevant licensing i.e, Wholesale License, NERSA operating license, etc.	40	**Refer to T1.2**

Financial Standing	Applicants, or each member of the Joint Venture (JV), should submit their annual audited financial statements for the last three (3) financial years for existing Company. Financial statements must be signed off by a registered auditor/tax practitioner. (Note: Credit Facilities are not acceptable for the purposes of financial analysis and scoring of proposals).	30	**Refer to T1.3**
	Total	**100**	
	Minimum qualifying score required	**60**	

T1.1 The Proposal

The Proposal will be scored as follows:

The following information is required as a minimum on the Proposal submitted for evaluation:

1. Market demand volumes and annual throughput volume;
2. Details of the target customer base;
3. The nature of the proposed business initiative and necessary developments;
4. The value adding of the business proposal to Transnet;
5. New supplier development contribution and job creation opportunities to the region;
6. Detailed description of how the product will be delivered into the tanks, a description of how the product will be distributed out of the tanks and detailed description of the products to be stored in each tank;
7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
8. Finance model (forecast model) demonstrating viability of the proposal;
9. Detailed approach outlining associated risks and mitigation actions;
10. Technical abilities of the Bidder to maintain and operate a fuel depot.

Score	**Description**
0	The Proposal meets less than 4 of the minimum requirements listed above.
40	The Proposal meets 4 of the minimum requirements listed above.
50	The Proposal meets 5 of the minimum requirements listed above or more than 5 but not including item 6.
60	The Proposal meets 6 of the minimum requirements listed above including item 6.
70	The Proposal meets 7 of the minimum requirements listed above including item 6.
80	The Proposal meets 8 or 9 of the minimum requirements listed above including item 6.
100	The Proposal meets all of the minimum requirements listed above.

T1.2 Previous Experience

Bidders are required to provide projects/businesses to substantiate experience in the upstream, midstream or downstream liquid petroleum South African market. They shall supply a sufficiently detailed list of projects, indicating the following:

a) Project Description;

b) Name of client;

c) Start date;

d) Completion date (or ongoing status);

e) Cost of project;

f) Name, email and contact number of client representative.

Previous Experience will be scored as follows:

Score	Description
0	The Tenderer has 0 - ≤ 1 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
40	The Tenderer has >1 and <2 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
60	The Tenderer has ≥2 and <3 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
80	The Tenderer has ≥3 and <5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
100	The Tenderer has ≥5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.

Bidders are required to submit the relevant license i.e, Wholesale License, NERSA operating license, ITAC permit etc. Where no license is submitted then no score will be given.

T1.3 Financial Standing

Current Ratio will be scored as follows:

Score	Description
0	The current ratio is <1
40	The current ratio is ≥1 and <1.25
60	The current ratio is ≥1.25 and <1.5
80	The current ratio is ≥1.5 and <2
100	The current ratio is ≥2

Net tangible assets will be scored as follows:

Score	Description
0	The company's Net tangible assets are negative
100	The company's Net tangible assets are positive

Note: Net tangible assets are defined as Total assets – Intangible assets – Total Liabilities

Debt to Equity Ratio will be scored as follows:

Score	Description
0	The debt to equity is ≥1
40	The debt to equity is ≥0.75 and <1
60	The debt to equity is ≥0.5 and <0.75
80	The debt to equity is ≥0.25 and <0.5
100	The debt to equity ratio is <0.25

STAGE 2 OF THE EVALUATION CRITERIA: PRICE AND PREFERENCE

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
BBBEE	Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage.	10	**Refer to T1.4**
Price	The Bidder must submit an acceptable monthly rental rate	90	**Refer to T1.5**
	Total	**100**	

T1.4 BBBEE contribution will be scored as follows:

Score	Description
0	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 7 or 8, or non-compliant status.
40	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 5 or 6.
60	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 3 or 4.
80	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 2.
100	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 1.

T1.5 Price

The Bidder making the highest rental rate per month will be awarded maximum points while the other Bidders with a lower rental rate per month will proportionately obtain lower points based on the following formula:

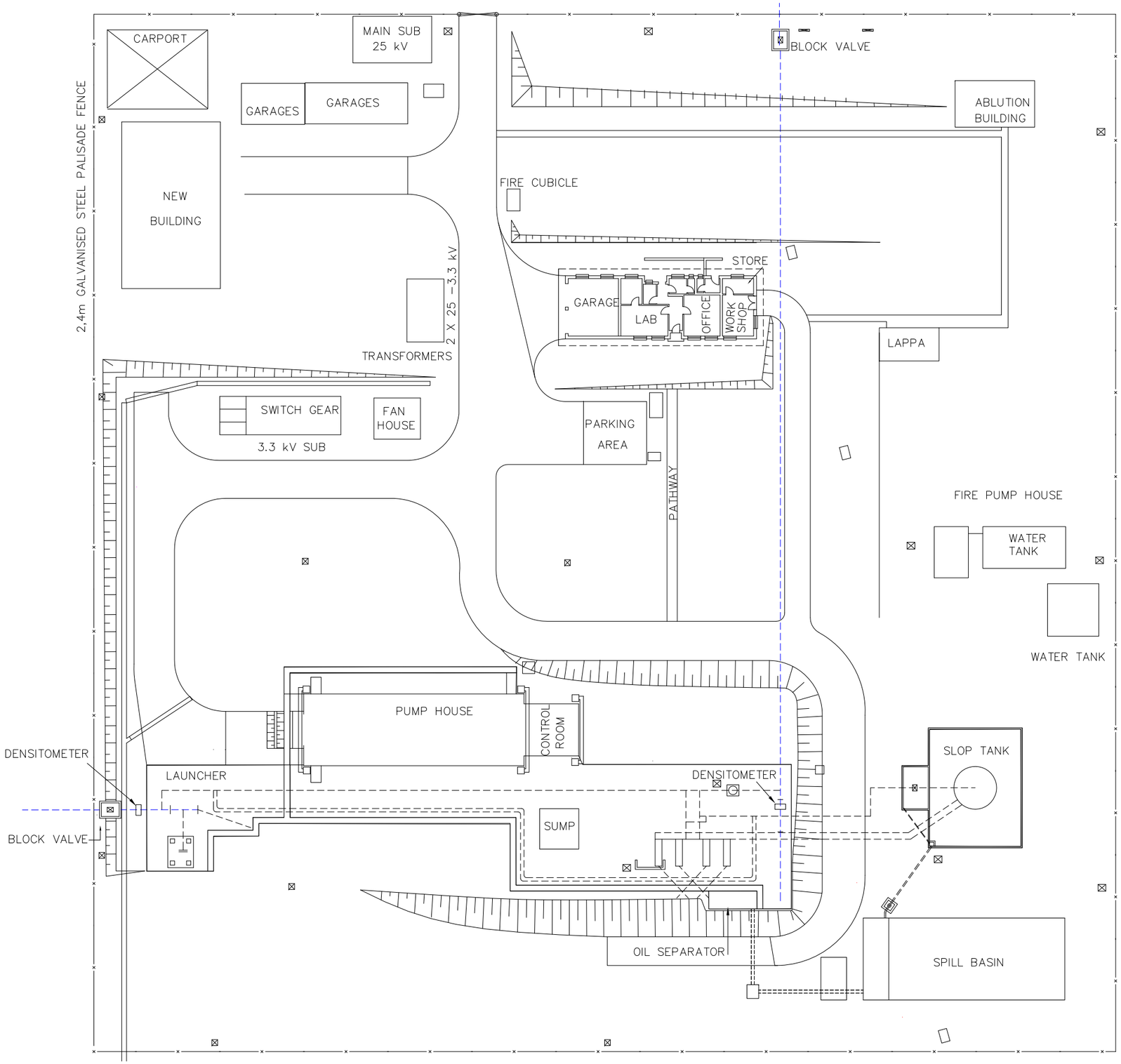
Ps = 90 (1+ (Pt - Pmax) / Pmax)

Where:

Ps = points scored for the offer under consideration

Pt = rental rate per month under consideration

Pmax = highest acceptable rental rate per month received



TRANSNET
pipelines

SITE LAYOUT
BETHLEHEM DEPOT (AS BUILT)

REVISIONS			
PROJECT NAME			
DRAWN	B.D	REF.	
TRACED	CAD	DATE	14–04–2010
CHECKED		APPROVED	
SCALE	1: 250		
DRAWING No. PL 117664			REV

REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL (RFP) FOR THE LEASING OF TRANSNET PIPELINES' KROONSTAD LIQUID PETROLEUM DEPOT

TRANSNET PIPELINES

ISSUE DATE: 05 OCTOBER 2026

CLOSING DATE: 04 DECEMBER 2026 @17:00 (SAST)

1. Background and Overview

Transnet Pipelines established in 1965, is an operating division of Transnet SOC Ltd, a South African state-owned company which plays a critical role in the energy industry in the South African economy. Transnet Pipelines core strategic mandate is to ensure petroleum security of supply for the inland market and gas security of supply for the KwaZulu Natal market using environmentally responsible methods while ensuring optimal efficiencies.

Kroonstad Liquid Petroleum Depot was originally part of the Durban - Johannesburg Pipeline (DJP) system and was used to accumulate and deliver Petrol and Diesel. The decommissioning of the Durban Johannesburg Pipeline (DJP) section of the pipeline network in 2018, and the termination of the operations of the pipeline between Sasolburg and Kroonstad in November 2023 has resulted in Kroonstad Liquid Petroleum Depot becoming isolated from the pipeline network, leaving Transnet Pipelines with Kroonstad Liquid Petroleum Depot as a stranded asset. As a result, Transnet Pipelines is seeking viable alternative uses for the stranded asset to maximise its value and operational potential.

2. Request for Proposal (RFP)

Transnet Pipelines would like to invite parties interested to submit proposals to enter into a Lease Agreement for the Kroonstad Liquid Petroleum Depot for the storage and distribution of refined fuel.

Transnet Pipelines is open to a consortium or incorporated joint venture structure of a bidder, bidder entity or bidder group, provided there are clear links and explanations as to key issues relating to the partners/members experience in the upstream, midstream, or downstream liquid petroleum market, financial capability and which company or group of companies ultimately takes the lease.

Transnet Pipelines will award Lease of Kroonstad Liquid Petroleum Depot based on the successful negotiation and finalization of the binding Lease Agreement with the relevant parties.

3. Description of Assets

The Kroonstad depot is located along First Avenue, Gunhill at Kroonstad. The depot is located in Kronstad's fuel terminal industrial area of Gunhill and is a large erf measuring approximately 9350m^2 which is a purpose-built fuel terminal. A distinguishing feature of the Kroonstad Depot is its close proximity to the NATREF Refinery in Sasolburg and the Free-State market.

The Kroonstad fuel depot contains several key infrastructure to ensure safe and efficient storage, handling, and distribution of petroleum products. These components include:

Administration building (248m^2)

- This office building comprises offices, kitchenette as well as male and female toilets. Internal finishes include tiled walls and floors, gypsum ceiling and plastered and painted walls. Construction material includes facebrick walls and IBR roof. The building further offers air conditioning as well as an entrance ramp.

Control room (235m²)

- This building comprises a testing lab, various office, kitchenette, male and female toilets. Internal finishes include tiled floors, plastered and painted walls, and a suspended ceiling. Construction material includes facebrick walls and IBR roof.

Garages (112m²)

- Comprises a single garage, store, and 3 bays all under an IBR roof. The garage in enclosed with a steel roller door and the store with an aluminium sliding door.

Garages (82m²)

- Offers 4 parking bays covered with an IBR roof and facebrick walls enclosures on two sides.

Recently built fire plant (177m²)

- This is a fully equipped fire plant. The building is double volume and comprises facebrick walls, two steel roller door and flat concrete roof.

4 Storage tanks (approximately 3.3 million litres)

Furthermore, the site comprises the following:

- Substation (33m²)
- Guard room (27m²)
- Piping system (Manifolds)
- Water tanks
- Vapor recovery system
- Metering systems
- Security and access Control (fencing, guard house)
- Power supply systems
- Emergency shutdown system (ESD)
- Store rooms
- Laboratory

The site layout for Kroonstad depot is included below.

4. Scope of Requirements

Transnet intends to appoint a Lessee to commercially lease, operate and maintain the Kroonstad depot for at least ten years following an RFP procedure. Transnet Pipelines reserves the right, at its sole discretion, to amend the lease period after the RFP closing date.

The appointed Lessee will be required to assume operational responsibility for the depot and ensure that it is efficiently managed in alignment with applicable regulatory requirements and industry standards. This includes the safe handling, storage, throughput, and dispatch of petroleum products, while maintaining the integrity of the facility and associated infrastructure.

The Respondent is required to submit a detailed technical proposal demonstrating its capability to operate and manage the Transnet Pipelines Kroonstad Depot effectively. This submission must include the bidder's understanding of the scope of work, proposed operational approach, and methodology for managing depot activities such as product receipt, storage, and dispatch.

The Kroonstad Depot used to only receive product via pipeline and has subsequently been isolated from the pipeline network. Therefore, the Respondent would have to implement site improvements to enable road and/rail receipt and dispatch of the petroleum products to and from the depot at their own costs.

5. NERSA Requirements

Kroonstad Depot was licensed as an accumulation facility within Transnet Pipelines pipeline network operations license with National Energy Regulator of South Africa (NERSA). Accordingly, Kroonstad Depot requires to be licensed with NERSA as a storage facility before it can be operationalized by the appointed Lessee. The Lessee shall remain responsible for the accuracy and completeness of the information provided and for complying with any conditions imposed by NERSA.

It is the responsibility of the successful Bidder to familiarise themselves with the NERSA requirements for an application for a licence in terms of the Petroleum Pipelines Act, 2003 (No. 60 of 2003).

6. Proposal Criterion

A comprehensive business proposal document must be included in the RFP submission. The comprehensive proposal must include the commercial terms, evidence of experience in either the upstream, midstream, or downstream liquid petroleum market and evidence of financial capability to operate and maintain the Kroonstad Depot (credit facilities will not be accepted).

The below minimum acceptance criteria will be utilized for shortlisting Respondents who will be invited to enter into discussions for Kroonstad Depot Lease Agreement. Proposals that do not meet the minimum criteria will not be considered.

Criteria	Minimum Acceptance Criteria
Provision of all mandatory documents	The Respondent is required to provide all the mandatory documents listed in Annexure A. Proposals from bidders that fail to provide any of these documents will not be considered.
Lease Term	Greater than or equal to ten (10) years Payable Monthly
Proven experience in the liquid petroleum market	Experience in the upstream, midstream, or downstream liquid petroleum South African market and relevant licensing i.e., wholesale license, NERSA operating license, etc.
Financial capability to operate and maintain facility to Transnet Pipelines standards	Certified copies of last 3 years audited annual financial statements

Transnet Pipelines reserves the right to disqualify respondents providing incomplete, inaccurate financial information.

7. Deposit and Pricing Schedule

The successful Lessee will be required to pay a refundable deposit prior to the commencement of the lease agreement. Bidders are required to complete and submit the pricing schedule as part of their submission, indicating their proposed rental rate per month.

8. Mandatory Site Briefing

Transnet Pipelines will hold a mandatory site briefing at Kroonstad Depot on 26 October 2026 at 11h00 am. Kroonstad Depot coordinates are -27.67595718, 27.22740723.

Flame-resistant personal protective equipment (PPE) is required. Proposals from parties that fail to attend the site briefing will not be considered.

9. Clarification Questions

Transnet Pipelines will accept written clarification requests from Respondents. All clarification questions must be submitted in writing to TPL.Commercial@transnet.net by no later than 14 November 2026 at 17:00 SAST.

10. General Respondent

This RFP does not and will not be deemed to constitute an agreement or an offer by Transnet Pipelines that is capable of acceptance and any response to, or signature of, this RFP shall not give rise to any obligations on the part of Transnet Pipelines.

Transnet Pipelines will not have any liability to any party arising in connection, whether directly or indirectly, with this RFP or any response received by an interested party.

Transnet Pipelines reserves the right to amend, modify or withdraw this RFP, or any part of it, or to terminate or amend the plans for the Kroonstad Depot, at any time, without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal, or termination. A Respondent to this RFP warrants that the information provided is true, accurate and complete.

11. Confidentiality

The proposals and appendices/annexures submitted by the Respondent to this RFP will be treated by Transnet Pipelines as confidential and Transnet Pipelines will not, without the Respondents written consent directly or indirectly communicate or disclose (whether in writing or orally or in any other manner) the proposal to any other person.

Transnet Pipelines will only use the proposal for the sole purpose of this RFP. Notwithstanding the aforementioned, Transnet Pipelines may disclose the proposal to Transnet's agents who strictly need access to the proposal for the sole purpose of this RFP and Transnet may disclose the proposal to the extent required by law or rules of any applicable regulatory authority. The proposal shall remain the property of the Respondent, and its disclosure shall not confer on Transnet any rights, including intellectual property rights over the proposal whatsoever.

Any information or data which is already known to Transnet Pipelines as of the date of submission of the proposal, information or data acquired by Transnet Pipelines independently from a third party, or information or data that is or becomes known in the public domain, shall be excluded from the operation of this confidentiality clause.

12. Annexure A: Mandatory Documentation

The Respondent (s) shall provide all of the below listed documentation with their proposal. Failure to provide all the below documentation will result in the bidder not being considered:

1. Detailed business proposal which must include:
   1.1. Market demand volumes and annual throughput volume;
   1.2. Details of the target customer base;
   1.3. The nature of the proposed business initiative and necessary developments;
   1.4. The value adding of the business proposal to Transnet;
   1.5. New supplier development contribution and job creation opportunities to the region.

1.6. Detailed description of how the product will be delivered into the tanks and a description of how the product will be distributed out of the tanks. Detailed description of the products to be stored in each tank.

1.7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;

1.8. Finance model (forecast model);

1.9. Detailed approach outlining associated risks and mitigation actions;

1.10. Technical abilities of the Bidder to maintain and operate a fuel depot;

2. Pricing schedule indicating the proposed rental rate per month in the following format:

Activity	**Rate (R/month) excl. VAT**
Rent	

3. The relevant trading license i.e Wholesale License, NERSA operating license, etc
4. Certified copies of last 3 years audited annual financial statements;
5. Company profile;
6. Company Structure;
7. Proof of Registered Business Address (e.g., municipal bill);
8. Company Registration Documents (e.g., CIPC Certificate of Incorporation, CoR14.3; CoR15.1A) and Certified Copies of Directors' Identification Documents;
9. Consent Letter for Transnet Pipelines to conduct credit assessment of the Respondent in company letter head;
10. Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage;
11. SARS Tax Clearance Certificate;
12. Confirmation of bank details from bank (with bank stamp);
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14. Shareholder Certificates (if applicable);

13. Closing date for submissions

The response as per above must be submitted by email to TPL.Commercial@transnet.net by no later than 04 December 2026 at 17:00 SAST.

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STAGE 1 OF THE EVALUATION CRITERIA: FUNCTIONALITY CRITERIA

Note: Only Tenderers with a total functionality score of **60%** will be considered.

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
Business Proposal	The business proposal will be assessed on how thoroughly it outlines procedures for each stage of product movement, including receipt, storage, handling, and dispatch, with particular emphasis on safety, accuracy, and efficiency. Bidders must clearly describe processes, workflows, and controls that ensure product integrity, prevent losses, and minimize risks associated with hazardous materials. The level of detail and practicality of the proposed operational procedures will also form an important part of the evaluation. Bidders are expected to provide step-by-step descriptions supported by diagrams, process flows, or standard operating procedures where applicable.	30	**Refer to T1.1**
Previous Experience	Demonstrate experience in the upstream, midstream or downstream liquid petroleum South African market. Provide the relevant licensing i.e, Wholesale License, NERSA operating license, etc.	40	**Refer to T1.2**

Financial Standing	Applicants, or each member of the Joint Venture (JV), should submit their annual audited financial statements for the last three (3) financial years for existing Company. Financial statements must be signed off by a registered auditor/tax practitioner. (Note: Credit Facilities are not acceptable for the purposes of financial analysis and scoring of proposals).	30	**Refer to T1.3**
	Total	**100**	
	Minimum qualifying score required	**60**	

T1.1 The Proposal

The Proposal will be scored as follows:

The following information is required as a minimum on the Proposal submitted for evaluation:

1. Market demand volumes and annual throughput volume;
2. Details of the target customer base;
3. The nature of the proposed business initiative and necessary developments;
4. The value adding of the business proposal to Transnet;
5. New supplier development contribution and job creation opportunities to the region;
6. Detailed description of how the product will be delivered into the tanks, a description of how the product will be distributed out of the tanks and detailed description of the products to be stored in each tank;
7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
8. Finance model (forecast model) demonstrating viability of the proposal;
9. Detailed approach outlining associated risks and mitigation actions;
10. Technical abilities of the Bidder to maintain and operate a fuel depot.

Score	**Description**
0	The Proposal meets less than 4 of the minimum requirements listed above.
40	The Proposal meets 4 of the minimum requirements listed above.
50	The Proposal meets 5 of the minimum requirements listed above or more than 5 but not including item 6.
60	The Proposal meets 6 of the minimum requirements listed above including item 6.
70	The Proposal meets 7 of the minimum requirements listed above including item 6.
80	The Proposal meets 8 or 9 of the minimum requirements listed above including item 6.
100	The Proposal meets all of the minimum requirements listed above.

T1.2 Previous Experience

Bidders are required to provide projects/businesses to substantiate experience in the upstream, midstream or downstream liquid petroleum South African market. They shall supply a sufficiently detailed list of projects, indicating the following:

a) Project Description;

b) Name of client;

c) Start date;

d) Completion date (or ongoing status);

e) Cost of project;

f) Name, email and contact number of client representative.

Previous Experience will be scored as follows:

Score	Description
0	The Tenderer has 0 - ≤ 1 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
40	The Tenderer has >1 and <2 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
60	The Tenderer has ≥2 and <3 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
80	The Tenderer has ≥3 and <5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
100	The Tenderer has ≥5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.

Bidders are required to submit the relevant license i.e, Wholesale License, NERSA operating license, ITAC permit etc. Where no license is submitted then no score will be given.

T1.3 Financial Standing

Current Ratio will be scored as follows:

Score	Description
0	The current ratio is <1
40	The current ratio is ≥1 and <1.25
60	The current ratio is ≥1.25 and <1.5
80	The current ratio is ≥1.5 and <2
100	The current ratio is ≥2

Net tangible assets will be scored as follows:

Score	Description
0	The company's Net tangible assets are negative
100	The company's Net tangible assets are positive

Note: Net tangible assets are defined as Total assets – Intangible assets – Total Liabilities

Debt to Equity Ratio will be scored as follows:

Score	Description
0	The debt to equity is ≥1
40	The debt to equity is ≥0.75 and <1
60	The debt to equity is ≥0.5 and <0.75
80	The debt to equity is ≥0.25 and <0.5
100	The debt to equity ratio is <0.25

STAGE 2 OF THE EVALUATION CRITERIA: PRICE AND PREFERENCE

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
BBBEE	Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage.	10	**Refer to T1.4**
Price	The Bidder must submit an acceptable monthly rental rate	90	**Refer to T1.5**
	Total	**100**	

T1.4 BBBEE contribution will be scored as follows:

Score	Description
0	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 7 or 8, or non-compliant status.
40	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 5 or 6.
60	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 3 or 4.
80	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 2.
100	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 1.

T1.5 Price

The Bidder making the highest rental rate per month will be awarded maximum points while the other Bidders with a lower rental rate per month will proportionately obtain lower points based on the following formula:

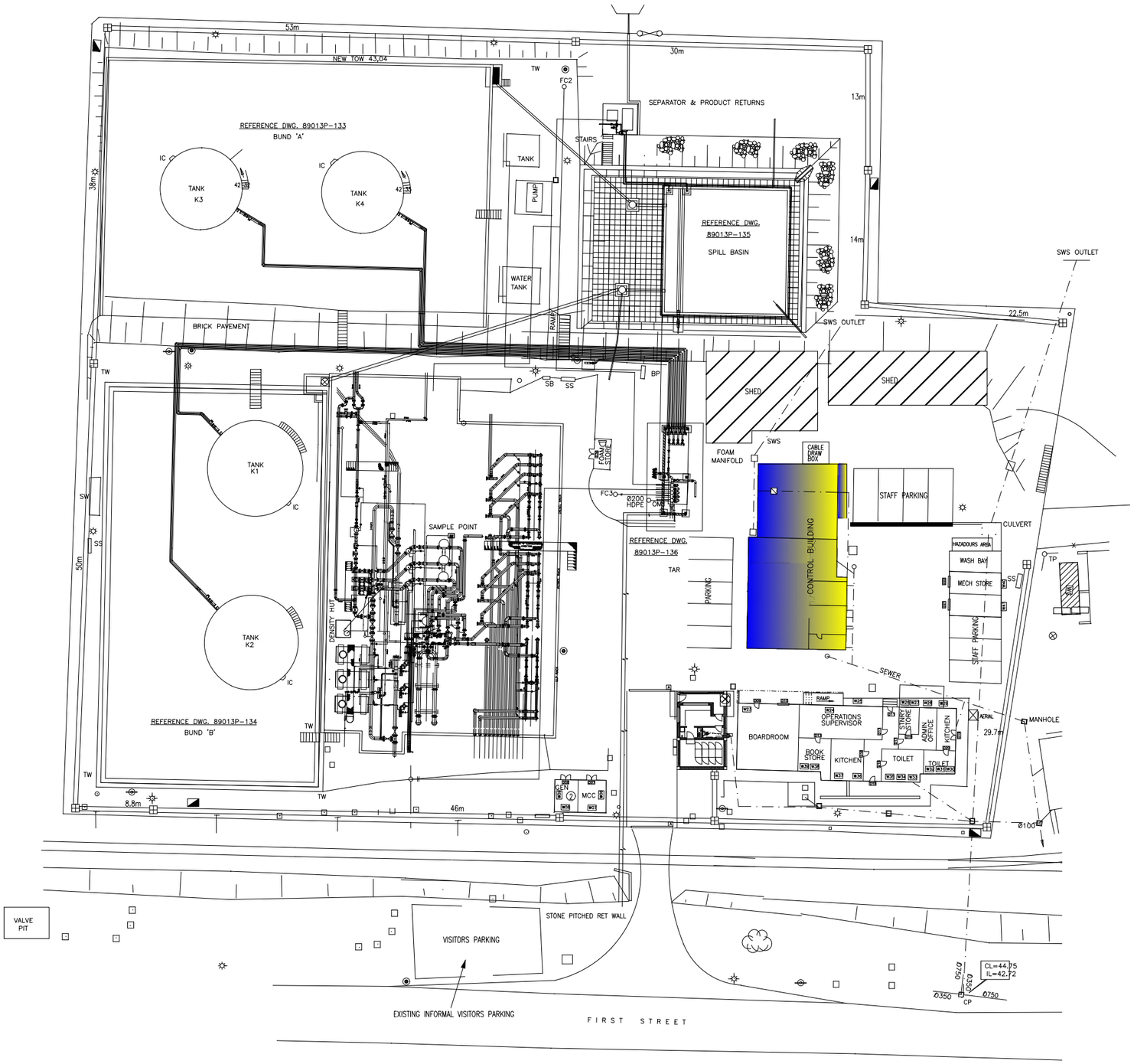
Ps = 90 (1+ (Pt - Pmax) / Pmax)

Where:

Ps = points scored for the offer under consideration

Pt = rental rate per month under consideration

Pmax = highest acceptable rental rate per month received



CIVIL MODIFICATIONS – PLOT PLAN LAYOUT

KEY

	EXISTING FENCE LINE
	NEW AUTOMATED GATE
	EMERGENCY EXIT GATE
	NEW CABLE TRENCH
	FUTURE JUNCTION BOX FOUNDATION
	CABLE DRAW BOX
	STORM WATER SYSTEM
	SEWER WATER SYSTEM
	LIGHT POLE

REVISIONS			

TRANSNET pipelines

SITE LAYOUT

KROONSTAD DEPOT

PROJECT NAME	DRAWING OFFICE		
DRAWN	MM	REF.	REF
TRACED	CAD	DATE	15-10-2018
CHECKED		APPROVED	
SCALE	N.T.S.		
DRAWING No. PL 115580			REV 1

A3

REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL (RFP) FOR THE LEASING OF THE SIX (6) TANKS IN TRANSNET PIPELINE'S LADYSMITH DEPOT FOR PETROL AND DIESEL STORAGE

TRANSNET PIPELINES

ISSUE DATE: 05 OCTOBER 2026

CLOSING DATE: 04 DECEMBER 2026 @17:00 (SAST)

1. Background and Overview

Transnet Pipelines established in 1965, is an operating division of Transnet SOC Ltd, a South African state-owned company which plays a critical role in the energy industry in the South African economy. Transnet Pipelines core strategic mandate is to ensure petroleum security of supply for the inland market and gas security of supply for the KwaZulu Natal market using environmentally responsible methods while ensuring optimal efficiencies.

Ladysmith tanks were part of the Durban Johannesburg Pipeline (DJP) system. Subsequently the DJP was terminated from service on March 2018; TPL remained with six stranded accumulator tanks in Ladysmith depot which were previously used to accumulate petrol, diesel and intermixture. The tanks have not been maintained ever since they were taken out of service on March 2018, but TPL used to conduct out-of-service (O/S) inspections on each tank every ten (10) years.

The tanks are not linked to TPL's new multiproduct pipeline, which runs from Durban to the Jameson Park terminal, and there are no plans to connect them. Furthermore, there is no road or rail decanting system within the facility. The tanks do not have a fire system, pumps, or valves, and the details of what remains on site will be validated during the site briefing.

2. Request for Proposal (RFP)

Transnet Pipelines would like to invite parties interested to submit proposals to enter into a Lease Agreement for the six (6) tanks in Ladysmith for petrol and diesel storage.

Transnet Pipelines is open to a consortium or incorporated joint venture structure of a bidder, bidder entity or bidder group, provided there are clear links and explanations as to key issues relating to the partners/members experience in the upstream, midstream, or downstream liquid petroleum market, financial capability and which company or group of companies ultimately takes the lease.

Transnet Pipelines will award Lease of the six (6) tanks in Ladysmith based on the successful negotiation and finalization of the binding Lease Agreement with the relevant parties.

3. Description of Assets

The tanks include two (2) petrol accumulator tanks with 1 770 m3 working capacity each, two (2) diesel accumulator tanks with 2 500 m3 working capacity each and two intermixture tanks

with a working capacity of 84 m3 and 390 m3 respectively. The total working capacity of these six tanks is 9 014 m3, as shown in Table 1.

Table 1: Tankage Capacity

TRANSNET PIPELINES					
Tank	Year of Inst.	Service	Products	Volume – NTC (m^3)	Safe working capacity (m^3)
4	1965	Intermix	Intermix	90	84
5	1976	Intermix	Intermix	452	390
6	1976	Accumulation	ULP	2032	1770
7	1976	Accumulation	ULP	2032	1770
8	1976	Accumulation	Diesel	3608	2500
9	1976	Accumulation	Diesel	3608	2500
TOTAL				11 822	9 014

The site layout for the tanks is included below.

4. Scope of Requirements

Transnet intends to commercially lease these six (6) tanks in Ladysmith with a total working capacity of 9 014 m3 for at least ten years following an RFP procedure. Transnet Pipelines reserves the right, at its sole discretion, to amend the lease period after the RFP closing date.

The tanks are housed within a Transnet facility that is now being operated as a crude pump station. Because the tanks do not share common infrastructure, the crude operation will not interfere with their operations (piping, oily water system, bund walls).

Following the fact that the tanks are housed in the same facility as the crude pump station, your application should include a detailed operations planned methodology, the intended usage of the tanks, and the proposed lease period. The technique should detail how the potential lessee plans to bring and inject the prospective product into the tanks, as well as how you plan to decant the prospective product from the tanks. Respondent would have to implement site improvements to enable road and/rail receipt and dispatch of the petroleum products to and from the depot at their own costs to comply with all applicable legislative, regulatory, and industry requirements.

Given that the existing feederlines are linked to the previously supplied Lessee properties, you have the option of blanking out the link to these properties and redirecting them to fit your intended purpose.

Given that the tanks are located within TPL's crude pump station depot which is a National Key Point (NKP), TPL proposes that the prospective lessee physically isolate the tanks from the rest of the depot and provide their own primary access (gate) to the tanks facility that is separate from the one used by TPL. However, a backup gate to access the tank farm facility within the TPL Ladysmith depot should be made available for usage only when required or necessary.

The secondary gate will only be used upon official request to TPL and will not be used for day-to-day operations; see Annexure A for suggested fencing position and proposed gates. The Company Directors and all employees who will be accessing the TPL depot will need to be screened by State Security Agency (SSA). Thereafter, attend the Joint Planning Committee (JPC) meeting which they will be invited by TPL Ladysmith Depot Manager to present their operational duties and be inducted to commence with work. The prospective lessee will be responsible for the following tasks, however, the listed tasks are still open for negotiation between TPL and the prospective lessee:

- Use a fence to physically enclose the tank area facility and establish primary and secondary access gates (to be discussed further),
- Lease the isolated facility or tanks,
- Inspect & refurbish the tanks & bund area (slabs & walls),
- Operate the tanks,
- Refurbish tanks & bund area (slabs & walls),
- Maintain the infrastructure and the land within enclosed area (tanks, bund walls, separator, spill basin, floor slabs, grass cutting, lights, pumps, valves and piping),
- Provide own electricity,
- Provide own security for enclosed facility,
- Provide own pumps and valves,
- Install fire system, and
- Assume full responsibility for the enclosed facility's occupational safety and health administration (OSHA).

Following this RFP process, the above tasks will be further negotiated with the selected bidder. The potential lessee will bear the costs of creating this facility.

5. NERSA Requirements

Ladysmith Depot was licensed as an accumulation facility within Transnet Pipelines pipeline network operations license with National Energy Regulator of South Africa (NERSA). Accordingly, Ladysmith Depot requires to be licensed with NERSA as a storage facility before it can be operationalized by the appointed Lessee. The Lessee shall remain responsible for the accuracy and completeness of the information provided and for complying with any conditions imposed by NERSA.

It is the responsibility of the successful Bidder to familiarise themselves with the NERSA requirements for an application for a licence in terms of the Petroleum Pipelines Act, 2003 (No. 60 of 2003).

6. Proposal Criterion

A comprehensive business proposal document must be included in the RFP submission. The comprehensive proposal must include the commercial terms, evidence of experience in either the upstream, midstream, or downstream liquid petroleum market and evidence of financial capability to operate and maintain the six (6) tanks in Ladysmith Depot for petrol and diesel storage (credit facilities will not be accepted).

The below minimum acceptance criteria will be utilized for shortlisting Respondents who will be invited to enter into discussions for the Lease Agreement of the six (6) tanks in Ladysmith Depot for petrol and diesel storage. Proposals that do not meet the minimum criteria will not be considered.

Criteria	Minimum Acceptance Criteria
Provision of all mandatory documents	The Respondent is required to provide all the mandatory documents listed in Annexure A. Proposals from Bidders that fail to provide any of these documents will not be considered.
Lease Term	Greater than or equal to ten (10) years Payable Monthly
Proven experience in the liquid petroleum market	Experience in the upstream, midstream, or downstream liquid petroleum South African market and relevant licensing i.e., wholesale license, NERSA operating license, etc.
Financial capability to operate and maintain facility to Transnet Pipelines standards	Certified copies of last 3 years audited annual financial statements.

Transnet Pipelines reserves the right to disqualify respondents providing incomplete, inaccurate financial information.

7. Deposit and Pricing Schedule

The successful Lessee will be required to pay a refundable deposit prior to the commencement of the lease agreement. Bidders are required to complete and submit the pricing schedule as part of their submission, indicating their proposed rental rate per month.

8. Mandatory Site Briefing

Transnet Pipelines will hold a mandatory site briefing at Ladysmith Depot on 19 October 2026 at 11h00 am. Ladysmith Depot coordinates are -28.54275182, 29.78844513.

Flame-resistant personal protective equipment (PPE) is required. Proposals from parties that fail to attend the site briefing will not be considered.

9. Clarification Questions

Transnet Pipelines will accept written clarification requests from Respondents. All clarification questions must be submitted in writing to TPL.Commercial@transnet.net by no later than 14 November 2026 at 17:00 SAST.

10. General Respondent

This RFP does not and will not be deemed to constitute an agreement or an offer by Transnet Pipelines that is capable of acceptance and any response to, or signature of, this RFP shall not give rise to any obligations on the part of Transnet Pipelines.

Transnet Pipelines will not have any liability to any party arising in connection, whether directly or indirectly, with this RFP or any response received by an interested party.

Transnet Pipelines reserves the right to amend, modify or withdraw this RFP, or any part of it, or to terminate or amend the plans for the tanks, at any time, without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal, or termination. A Respondent to this RFP warrants that the information provided is true, accurate and complete.

11. Confidentiality

The proposals and appendices/annexures submitted by the Respondent to this RFP will be treated by Transnet Pipelines as confidential and Transnet Pipelines will not, without the Respondents written consent directly or indirectly communicate or disclose (whether in writing or orally or in any other manner) the proposal to any other person.

Transnet Pipelines will only use the proposal for the sole purpose of this RFP. Notwithstanding the aforementioned, Transnet Pipelines may disclose the proposal to Transnet's agents who strictly need access to the proposal for the sole purpose of this RFP and Transnet may disclose the proposal to the extent required by law or rules of any applicable regulatory authority. The proposal shall remain the property of the Respondent, and its disclosure shall not confer on Transnet any rights, including intellectual property rights over the proposal whatsoever.

Any information or data which is already known to Transnet Pipelines as of the date of submission of the proposal, information or data acquired by Transnet Pipelines independently from a third party, or information or data that is or becomes known in the public domain, shall be excluded from the operation of this confidentiality clause.

12. Annexure A: Mandatory Documentation

The Respondent (s) shall provide all of the below listed documentation with their proposal. Failure to provide all the below documentation will result in the bidder not being considered:

1. Detailed business proposal which must include:
   1.1. Market demand volumes and annual throughput volume;
   1.2. Details of the target customer base;
   1.3. The nature of the proposed business initiative and necessary developments;
   1.4. The value adding of the business proposal to Transnet;
   1.5. New supplier development contribution and job creation opportunities to the region.
   1.6. Detailed description of how the product will be delivered into the tanks and a description of how the product will be distributed out of the tanks. Detailed description of the products to be stored in each tank.
   1.7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
   1.8. Finance model (forecast model);
   1.9. Detailed approach outlining associated risks and mitigation actions;
   1.10. Technical abilities of the Bidder to maintain and operate a fuel depot;
2. Pricing schedule indicating the proposed rental rate per month in the following format:

Activity	**Rate (R/month) excl. VAT**
Rent	

3. The relevant trading license i.e Wholesale License, NERSA operating license, etc
4. Certified copies of last 3 years audited annual financial statements;
5. Company profile;
6. Company Structure;
7. Proof of Registered Business Address (e.g., municipal bill);
8. Company Registration Documents (e.g., CIPC Certificate of Incorporation, CoR14.3; CoR15.1A) and Certified Copies of Directors' Identification Documents;
9. Consent Letter for Transnet Pipelines to conduct credit assessment of the Respondent in company letter head;
10. Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage;
11. SARS Tax Clearance Certificate;
12. Confirmation of bank details from bank (with bank stamp);
13. Shareholders Agreement;
14. Shareholder Certificates (if applicable);

13. Closing date for submissions

The response as per above must be submitted by email to TPL.Commercial@transnet.net by no later than 04 December 2026 at 17:00 SAST.

Any response submitted after the deadline will not be considered.

EVALUATION CRITERIA

Bid Responses submitted in respect of this RFP will first be assessed based on compliance with the Functionality Criteria, and only if a Bid Response complies with the Stage 1 of the evaluation criteria (Functionality Criteria) will it be evaluated in Stage 2 (Price and Preference).

STAGE 1 OF THE EVALUATION CRITERIA: FUNCTIONALITY CRITERIA

Note: Only Tenderers with a total functionality score of **60%** will be considered.

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
Business Proposal	The business proposal will be assessed on how thoroughly it outlines procedures for each stage of product movement, including receipt, storage, handling, and dispatch, with particular emphasis on safety, accuracy, and efficiency. Bidders must clearly describe processes, workflows, and controls that ensure product integrity, prevent losses, and minimize risks associated with hazardous materials. The level of detail and practicality of the proposed operational procedures will also form an important part of the evaluation. Bidders are expected to provide step-by-step descriptions supported by diagrams, process flows, or standard operating procedures where applicable.	30	**Refer to T1.1**
Previous Experience	Demonstrate experience in the upstream, midstream or downstream liquid petroleum South African market. Provide the relevant licensing i.e, Wholesale License, NERSA operating license, etc.	40	**Refer to T1.2**

Financial Standing	Applicants, or each member of the Joint Venture (JV), should submit their annual audited financial statements for the last three (3) financial years for existing Company. Financial statements must be signed off by a registered auditor/tax practitioner. (Note: Credit Facilities are not acceptable for the purposes of financial analysis and scoring of proposals).	30	**Refer to T1.3**
	Total	**100**	
	Minimum qualifying score required	**60**	

T1.1 The Proposal

The Proposal will be scored as follows:

The following information is required as a minimum on the Proposal submitted for evaluation:

1. Market demand volumes and annual throughput volume;
2. Details of the target customer base;
3. The nature of the proposed business initiative and necessary developments;
4. The value adding of the business proposal to Transnet;
5. New supplier development contribution and job creation opportunities to the region;
6. Detailed description of how the product will be delivered into the tanks, a description of how the product will be distributed out of the tanks and detailed description of the products to be stored in each tank;
7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
8. Finance model (forecast model) demonstrating viability of the proposal;
9. Detailed approach outlining associated risks and mitigation actions;
10. Technical abilities of the Bidder to maintain and operate a fuel depot.

Score	**Description**
0	The Proposal meets less than 4 of the minimum requirements listed above.
40	The Proposal meets 4 of the minimum requirements listed above.
50	The Proposal meets 5 of the minimum requirements listed above or more than 5 but not including item 6.
60	The Proposal meets 6 of the minimum requirements listed above including item 6.
70	The Proposal meets 7 of the minimum requirements listed above including item 6.
80	The Proposal meets 8 or 9 of the minimum requirements listed above including item 6.
100	The Proposal meets all of the minimum requirements listed above.

T1.2 Previous Experience

Bidders are required to provide projects/businesses to substantiate experience in the upstream, midstream or downstream liquid petroleum South African market. They shall supply a sufficiently detailed list of projects, indicating the following:

a) Project Description;

b) Name of client;

c) Start date;

d) Completion date (or ongoing status);

e) Cost of project;

f) Name, email and contact number of client representative.

Previous Experience will be scored as follows:

Score	Description
0	The Tenderer has 0 - ≤ 1 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
40	The Tenderer has >1 and <2 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
60	The Tenderer has ≥2 and <3 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
80	The Tenderer has ≥3 and <5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
100	The Tenderer has ≥5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.

Bidders are required to submit the relevant license i.e, Wholesale License, NERSA operating license, ITAC permit etc. Where no license is submitted then no score will be given.

T1.3 Financial Standing

Current Ratio will be scored as follows:

Score	Description
0	The current ratio is <1
40	The current ratio is ≥1 and <1.25
60	The current ratio is ≥1.25 and <1.5
80	The current ratio is ≥1.5 and <2
100	The current ratio is ≥2

Net tangible assets will be scored as follows:

Score	Description
0	The company's Net tangible assets are negative
100	The company's Net tangible assets are positive

Note: Net tangible assets are defined as Total assets – Intangible assets – Total Liabilities

Debt to Equity Ratio will be scored as follows:

Score	Description
0	The debt to equity is ≥1
40	The debt to equity is ≥0.75 and <1
60	The debt to equity is ≥0.5 and <0.75
80	The debt to equity is ≥0.25 and <0.5
100	The debt to equity ratio is <0.25

STAGE 2 OF THE EVALUATION CRITERIA: PRICE AND PREFERENCE

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
BBBEE	Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage.	10	**Refer to T1.4**
Price	The Bidder must submit an acceptable monthly rental rate	90	**Refer to T1.5**
	Total	**100**	

T1.4 BBBEE contribution will be scored as follows:

Score	Description
0	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 7 or 8, or non-compliant status.
40	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 5 or 6.
60	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 3 or 4.
80	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 2.
100	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 1.

T1.5 Price

The Bidder making the highest rental rate per month will be awarded maximum points while the other Bidders with a lower rental rate per month will proportionately obtain lower points based on the following formula:

Ps = 90 (1+ (Pt - Pmax) / Pmax)

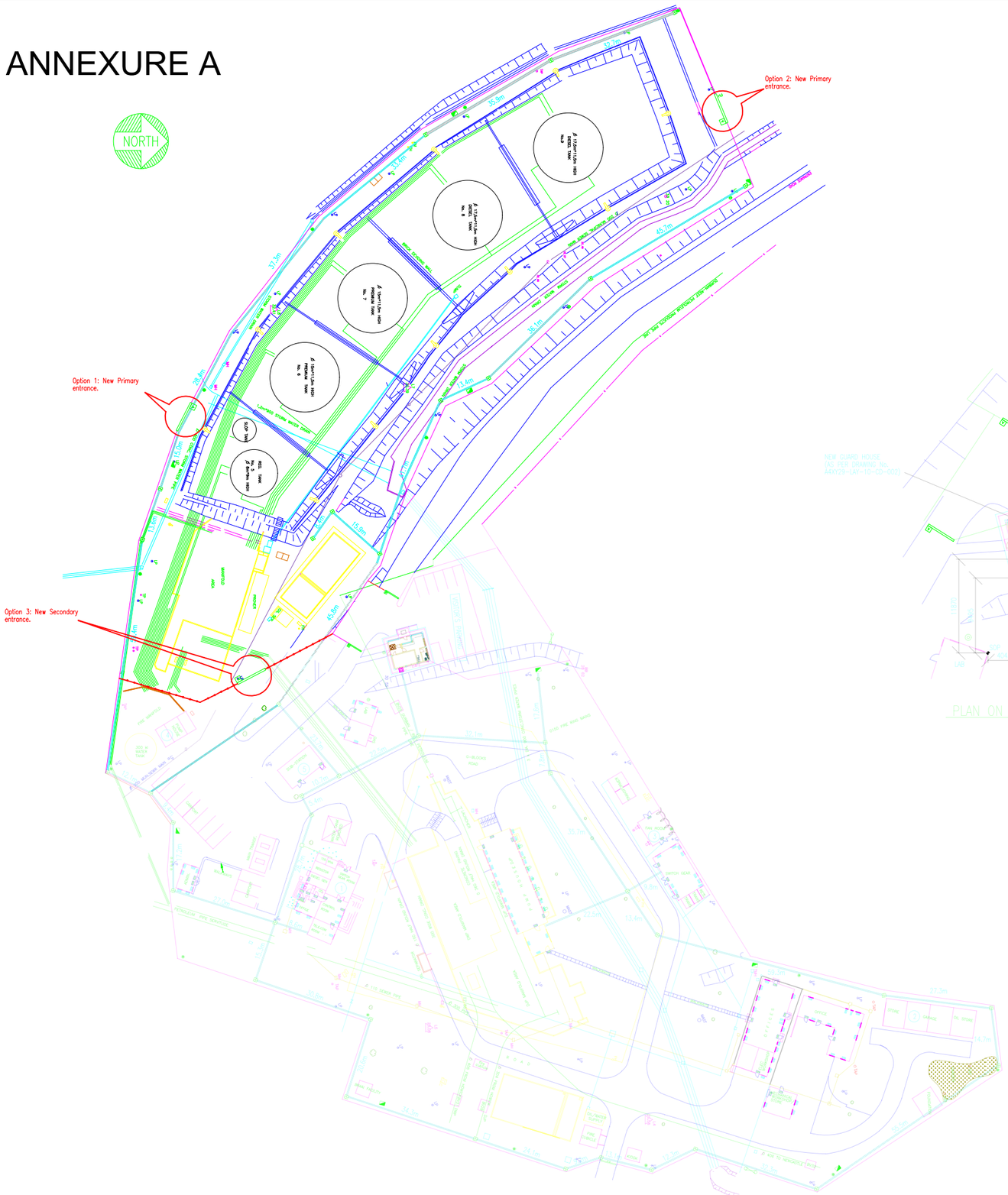
Where:

Ps = points scored for the offer under consideration

Pt = rental rate per month under consideration

Pmax = highest acceptable rental rate per month received

ANNEXURE A


NORTH
Option 1: New Primary entrance.
Option 2: New Primary entrance.
Option 3: New Secondary entrance.
Ø 17.0m x 11.0m HIGH DIESEL TANK No.4
Ø 17.0m x 11.0m HIGH DIESEL TANK No.3
Ø 15.0m x 11.0m HIGH PREMIUM TANK No. 7
Ø 15.0m x 11.0m HIGH PREMIUM TANK No. 6
Ø 10.0m x 8.0m HIGH DIESEL TANK No. 5
SLOP TANK
NEW GUARD HOUSE
NEW PARKING AREA
NEW 3m HIGH PALISADE FENCE
NEW 3m HIGH SECURITY MESH FENCE
NEW 3m HIGH SECURITY PALISADE FENCE
NEW 3m HIGH SECURITY MESH FENCE
NEW 3m HIGH SECURITY PALISADE FENCE
NEW 3m HIGH SECURITY PALISADE FENCE
NEW 3m HIGH SECURITY MESH

REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL (RFP) FOR THE LEASING OF TRANSNET PIPELINES' MAGDALA LIQUID PETROLEUM DEPOT

TRANSNET PIPELINES

ISSUE DATE: 05 OCTOBER 2026

CLOSING DATE: 04 DECEMBER 2026 @17:00 (SAST)

1. Background and Overview

Transnet Pipelines established in 1965, is an operating division of Transnet SOC Ltd, a South African state-owned company which plays a critical role in the energy industry in the South African economy. Transnet Pipelines core strategic mandate is to ensure petroleum security of supply for the inland market and gas security of supply for the KwaZulu Natal market using environmentally responsible methods while ensuring optimal efficiencies.

The Magdala Depot is a pump station on the Durban–Johannesburg Petroleum Products Pipeline (DJP) located near Viljoenskroon in the Free State and was used to accumulate and deliver Petrol and Diesel. The decommissioning of the Durban Johannesburg has resulted in Magdala Liquid Petroleum Depot becoming isolated from the pipeline network, leaving Transnet Pipelines with Magdala Liquid Petroleum Depot as a stranded asset. As a result, Transnet Pipelines is seeking viable alternative uses for the stranded asset to maximise its value and operational potential.

2. Request for Proposal (RFP)

Transnet Pipelines would like to invite parties interested to submit proposals to enter into a Lease Agreement for the Magdala Liquid Petroleum Depot for the storage and distribution of refined fuel.

Transnet Pipelines is open to a consortium or incorporated joint venture structure of a bidder, bidder entity or bidder group, provided there are clear links and explanations as to key issues relating to the partners/members experience in the upstream, midstream, or downstream liquid petroleum market, financial capability and which company or group of companies ultimately takes the lease.

Transnet Pipelines will award Lease of Magdala Liquid Petroleum Depot based on the successful negotiation and finalization of the binding Lease Agreement with the relevant parties.

3. Description of Assets

Transnet Pipelines' Magdala Depot is located near Kroonstad in the Free State Province, along the R34 road between Kroonstad and Edenville. The Magdala facility is a secured petroleum pipeline installation comprising a combination of operational, electrical, utility, administrative, and fire protection infrastructure designed to support the safe handling of petroleum products. The facility is enclosed by an approximately 2.4 m high steel palisade security fence and is accessed from the R34 Provincial Road via an internal access road network. The site includes a pump house, which accommodates the main pumping equipment and a control room used for monitoring and controlling pipeline operations. Supporting operational buildings include offices, a garage, a covered room, a fan house, a service water works area, and a switchgear house containing the electrical distribution equipment.

The electrical infrastructure further comprises a substation, switchyard, transformers, and associated power distribution systems required to supply the depot. Fire protection infrastructure

includes a fire fighting pump house, fire hydrants, water tanks, and dedicated fire protection services strategically located throughout the facility. The depot also incorporates a tar car park, concrete roads, grassed areas, stormwater drainage, and underground utility services including power cables, service pipes, communication cables, and product pipelines.

The site layout for Magdala depot is included below.

4. Scope of Requirements

Transnet intends to appoint a Lessee to commercially lease, operate and maintain the Magdala depot for at least ten years following an RFP procedure. Transnet Pipelines reserves the right, at its sole discretion, to amend the lease period after the RFP closing date.

The appointed Lessee will be required to assume operational responsibility for the depot and ensure that it is efficiently managed in alignment with applicable regulatory requirements and industry standards. This includes the safe handling, storage, throughput, and dispatch of petroleum products, while maintaining the integrity of the facility and associated infrastructure.

The Respondent is required to submit a detailed technical proposal demonstrating its capability to operate and manage the Transnet Pipelines Magdala Depot effectively. This submission must include the bidder's understanding of the scope of work, proposed operational approach, and methodology for managing depot activities such as product receipt, storage, and dispatch.

The Magdala Depot used to only receive product via pipeline and has subsequently been isolated from the pipeline network. Therefore, the Respondent would have to implement site improvements to enable road and/rail receipt and dispatch of the petroleum products to and from the depot at their own costs.

5. NERSA Requirements

Magdala Depot was licensed as an accumulation facility within Transnet Pipelines pipeline network operations license with National Energy Regulator of South Africa (NERSA). Accordingly, Magdala Depot requires to be licensed with NERSA as a storage facility before it can be operationalized by the appointed Lessee. The Lessee shall remain responsible for the accuracy and completeness of the information provided and for complying with any conditions imposed by NERSA.

It is the responsibility of the successful Bidder to familiarise themselves with the NERSA requirements for an application for a licence in terms of the Petroleum Pipelines Act, 2003 (No. 60 of 2003).

6. Proposal Criterion

A comprehensive business proposal document must be included in the RFP submission. The comprehensive proposal must include the commercial terms, evidence of experience in either

the upstream, midstream, or downstream liquid petroleum market and evidence of financial capability to operate and maintain the Magdala Depot (credit facilities will not be accepted).

The below minimum acceptance criteria will be utilized for shortlisting Respondents who will be invited to enter into discussions for Magdala Depot Lease Agreement. Proposals that do not meet the minimum criteria will not be considered.

Criteria	Minimum Acceptance Criteria
Provision of all mandatory documents	The Respondent is required to provide all the mandatory documents listed in Annexure A. Proposals from Bidders that fail to provide any of these documents will not be considered
Lease Term	Greater than or equal to ten (10) years Payable Monthly
Proven experience in the liquid petroleum market	Experience in the upstream, midstream, or downstream liquid petroleum South African market and relevant licensing i.e., wholesale license, NERSA operating license, etc
Financial capability to operate and maintain facility to Transnet Pipelines standards	Certified copies of last 3 years audited annual financial statements

Transnet Pipelines reserves the right to disqualify respondents providing incomplete, inaccurate financial information.

7. Deposit and Pricing Schedule

The successful Lessee will be required to pay a refundable deposit prior to the commencement of the lease agreement. Bidders are required to complete and submit the pricing schedule as part of their submission, indicating their proposed rental rate per month.

8. Mandatory Site Briefing

Transnet Pipelines will hold a mandatory site briefing at Magdala Depot on 26 October 2026 at 13h30. Magdala Depot coordinates are -27.61600858, 27.31455978.

Flame-resistant personal protective equipment (PPE) is required. Proposals from parties that fail to attend the site briefing will not be considered.

9. Clarification Questions

Transnet Pipelines will accept written clarification requests from Respondents. All clarification questions must be submitted in writing to TPL.Commercial@transnet.net by no later than 14 November 2026 at 17:00 SAST.

10. General Respondent

This RFP does not and will not be deemed to constitute an agreement or an offer by Transnet Pipelines that is capable of acceptance and any response to, or signature of, this RFP shall not give rise to any obligations on the part of Transnet Pipelines.

Transnet Pipelines will not have any liability to any party arising in connection, whether directly or indirectly, with this RFP or any response received by an interested party.

Transnet Pipelines reserves the right to amend, modify or withdraw this RFP, or any part of it, or to terminate or amend the plans for the Magdala Depot, at any time, without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal, or termination. A Respondent to this RFP warrants that the information provided is true, accurate and complete

11. Confidentiality

The proposals and appendices/annexures submitted by the Respondent to this RFP will be treated by Transnet Pipelines as confidential and Transnet Pipelines will not, without the Respondents written consent directly or indirectly communicate or disclose (whether in writing or orally or in any other manner) the proposal to any other person.

Transnet Pipelines will only use the proposal for the sole purpose of this RFP. Notwithstanding the aforementioned, Transnet Pipelines may disclose the proposal to Transnet's agents who strictly need access to the proposal for the sole purpose of this RFP and Transnet may disclose the proposal to the extent required by law or rules of any applicable regulatory authority. The proposal shall remain the property of the Respondent, and its disclosure shall not confer on Transnet any rights, including intellectual property rights over the proposal whatsoever.

Any information or data which is already known to Transnet Pipelines as of the date of submission of the proposal, information or data acquired by Transnet Pipelines independently from a third party, or information or data that is or becomes known in the public domain, shall be excluded from the operation of this confidentiality clause.

12. Annexure A: Mandatory Documentation

The Respondent (s) shall provide all of the below listed documentation with their proposal. Failure to provide all the below documentation will result in the bidder not being considered:

1. Detailed business proposal which must include:

1.1. Market demand volumes and annual throughput volume;
1.2. Details of the target customer base;
1.3. The nature of the proposed business initiative and necessary developments;
1.4. The value adding of the business proposal to Transnet;
1.5. New supplier development contribution and job creation opportunities to the region.
1.6. Detailed description of how the product will be delivered into the tanks and a description of how the product will be distributed out of the tanks. Detailed description of the products to be stored in each tank.
1.7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
1.8. Finance model (forecast model);
1.9. Detailed approach outlining associated risks and mitigation actions;
1.10. Technical abilities of the Bidder to maintain and operate a fuel depot;

2. Pricing schedule indicating the proposed rental rate per month in the following format:

Activity	**Rate (R/month) excl. VAT**
Rent	

3. The relevant trading license i.e Wholesale License, NERSA operating license, etc
4. Certified copies of last 3 years audited annual financial statements;
5. Company profile;
6. Company Structure;
7. Proof of Registered Business Address (e.g., municipal bill);
8. Company Registration Documents (e.g., CIPC Certificate of Incorporation, CoR14.3; CoR15.1A) and Certified Copies of Directors' Identification Documents;
9. Consent Letter for Transnet Pipelines to conduct credit assessment of the Respondent in company letter head;
10. Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage;
11. SARS Tax Clearance Certificate;
12. Confirmation of bank details from bank (with bank stamp);
13. Shareholders Agreement;
14. Shareholder Certificates (if applicable);

13. Closing date for submissions

The response as per above must be submitted by email to TPL.Commercial@transnet.net by no later than 04 December 2026 at 17:00 SAST.

Any response submitted after the deadline will not be considered.

EVALUATION CRITERIA

Bid Responses submitted in respect of this RFP will first be assessed based on compliance with the Functionality Criteria, and only if a Bid Response complies with the Stage 1 of the evaluation criteria (Functionality Criteria) will it be evaluated in Stage 2 (Price and Preference).

STAGE 1 OF THE EVALUATION CRITERIA: FUNCTIONALITY CRITERIA

Note: Only Tenderers with a total functionality score of **60%** will be considered.

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
Business Proposal	The business proposal will be assessed on how thoroughly it outlines procedures for each stage of product movement, including receipt, storage, handling, and dispatch, with particular emphasis on safety, accuracy, and efficiency. Bidders must clearly describe processes, workflows, and controls that ensure product integrity, prevent losses, and minimize risks associated with hazardous materials. The level of detail and practicality of the proposed operational procedures will also form an important part of the evaluation. Bidders are expected to provide step-by-step descriptions supported by diagrams, process flows, or standard operating procedures where applicable.	30	**Refer to T1.1**
Previous Experience	Demonstrate experience in the upstream, midstream or downstream liquid petroleum South African market. Provide the relevant licensing i.e, Wholesale License, NERSA operating license, etc.	40	**Refer to T1.2**

Financial Standing	Applicants, or each member of the Joint Venture (JV), should submit their annual audited financial statements for the last three (3) financial years for existing Company. Financial statements must be signed off by a registered auditor/tax practitioner. (Note: Credit Facilities are not acceptable for the purposes of financial analysis and scoring of proposals).	30	**Refer to T1.3**
	Total	**100**	
	Minimum qualifying score required	**60**	

T1.1 The Proposal

The Proposal will be scored as follows:

The following information is required as a minimum on the Proposal submitted for evaluation:

1. Market demand volumes and annual throughput volume;
2. Details of the target customer base;
3. The nature of the proposed business initiative and necessary developments;
4. The value adding of the business proposal to Transnet;
5. New supplier development contribution and job creation opportunities to the region;
6. Detailed description of how the product will be delivered into the tanks, a description of how the product will be distributed out of the tanks and detailed description of the products to be stored in each tank;
7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
8. Finance model (forecast model) demonstrating viability of the proposal;
9. Detailed approach outlining associated risks and mitigation actions;
10. Technical abilities of the Bidder to maintain and operate a fuel depot.

Score	**Description**
0	The Proposal meets less than 4 of the minimum requirements listed above.
40	The Proposal meets 4 of the minimum requirements listed above.
50	The Proposal meets 5 of the minimum requirements listed above or more than 5 but not including item 6.
60	The Proposal meets 6 of the minimum requirements listed above including item 6.
70	The Proposal meets 7 of the minimum requirements listed above including item 6.
80	The Proposal meets 8 or 9 of the minimum requirements listed above including item 6.
100	The Proposal meets all of the minimum requirements listed above.

T1.2 Previous Experience

Bidders are required to provide projects/businesses to substantiate experience in the upstream, midstream or downstream liquid petroleum South African market. They shall supply a sufficiently detailed list of projects, indicating the following:

a) Project Description;

b) Name of client;

c) Start date;

d) Completion date (or ongoing status);

e) Cost of project;

f) Name, email and contact number of client representative.

Previous Experience will be scored as follows:

Score	Description
0	The Tenderer has 0 - ≤ 1 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
40	The Tenderer has >1 and <2 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
60	The Tenderer has ≥2 and <3 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
80	The Tenderer has ≥3 and <5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
100	The Tenderer has ≥5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.

Bidders are required to submit the relevant license i.e, Wholesale License, NERSA operating license, ITAC permit etc. Where no license is submitted then no score will be given.

T1.3 Financial Standing

Current Ratio will be scored as follows:

Score	Description
0	The current ratio is <1
40	The current ratio is ≥1 and <1.25
60	The current ratio is ≥1.25 and <1.5
80	The current ratio is ≥1.5 and <2
100	The current ratio is ≥2

Net tangible assets will be scored as follows:

Score	Description
0	The company's Net tangible assets are negative
100	The company's Net tangible assets are positive

Note: Net tangible assets are defined as Total assets – Intangible assets – Total Liabilities

Debt to Equity Ratio will be scored as follows:

Score	Description
0	The debt to equity is ≥1
40	The debt to equity is ≥0.75 and <1
60	The debt to equity is ≥0.5 and <0.75
80	The debt to equity is ≥0.25 and <0.5
100	The debt to equity ratio is <0.25

STAGE 2 OF THE EVALUATION CRITERIA: PRICE AND PREFERENCE

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
BBBEE	Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage.	10	**Refer to T1.4**
Price	The Bidder must submit an acceptable monthly rental rate	90	**Refer to T1.5**
	Total	**100**	

T1.4 BBBEE contribution will be scored as follows:

Score	Description
0	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 7 or 8, or non-compliant status.
40	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 5 or 6.
60	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 3 or 4.
80	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 2.
100	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 1.

T1.5 Price

The Bidder making the highest rental rate per month will be awarded maximum points while the other Bidders with a lower rental rate per month will proportionately obtain lower points based on the following formula:

Ps = 90 (1+ (Pt - Pmax) / Pmax)

Where:

Ps = points scored for the offer under consideration

Pt = rental rate per month under consideration

Pmax = highest acceptable rental rate per month received

4:1 A1

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GENERAL

1. ALL DIMENSIONS ARE IN METERS.
2. ALL LEVELS AND DIMENSIONS CHECKED ON SITE BEFORE ANY WORK COMMENCE.

NOTES

1. SURVEY BASED ON LOCAL SYSTEM.
2. HEIGHT DATUM IS LOCAL.

REFERENCE MARK DATA

	Y	X	Z
RM1	1000.00	1000.00	5.00
RM2	1077.68	993.34	4.43
RM3	1092.16	1040.24	4.31

ALL REFERENCE MARKS ARE 12mm IRON PEGS IN CONCRETE

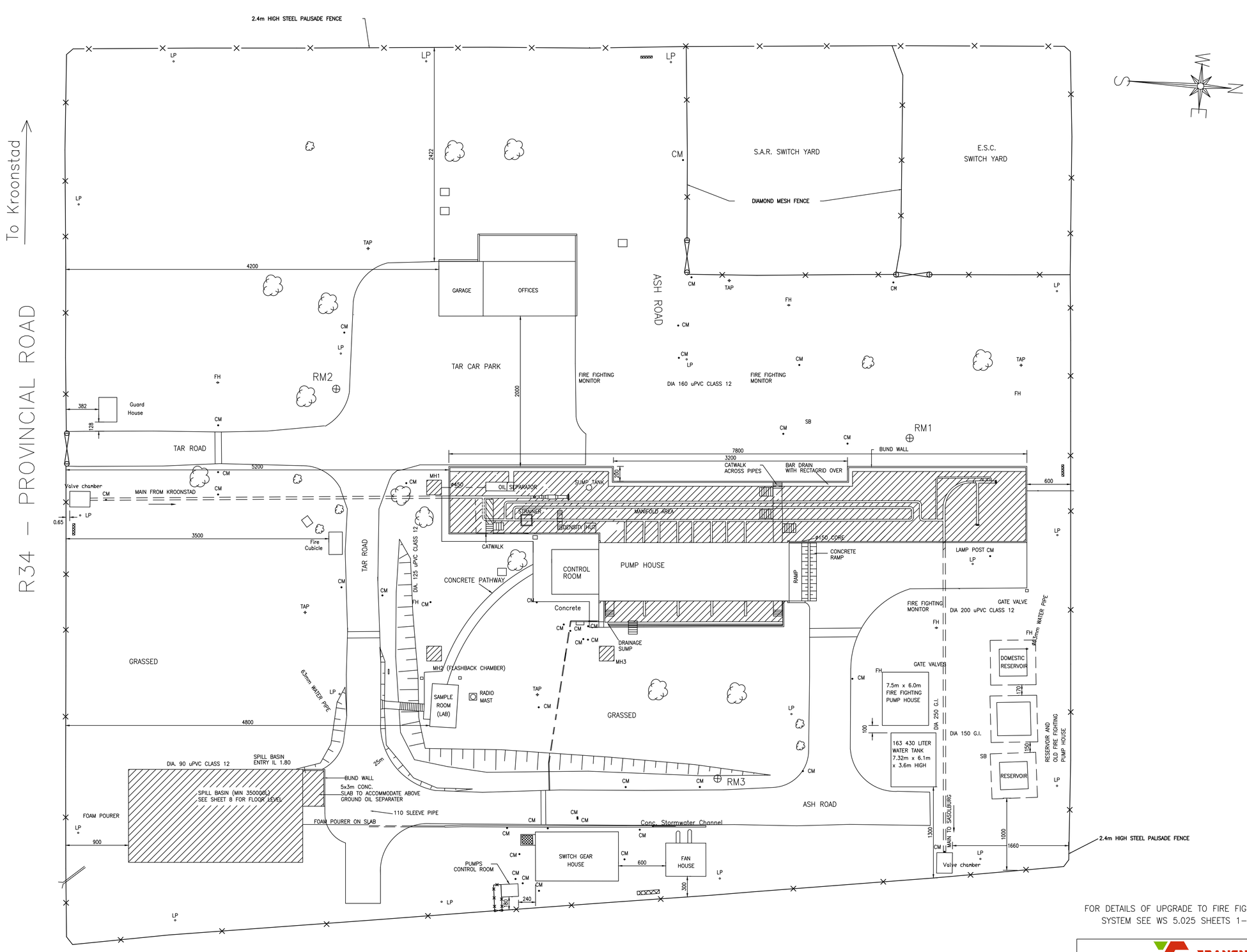
KEY

LP – FLOOD LIGHT POLE
CM – CONCRETE CABLE MARKER
SB – SWITCH BOX
SP – SIGN POST
FH – FIRE HYDRANT
TAP – WATER TAP
– ELECTRICITY SUBSTATION
– MANHOLE
– FIRE FIGHTING MONITOR

– STARTER CABLE
– POWER CABLE
– SERVICE PIPE
– HT CABLE
– BLP CABLES
– TRANSTEL CABLES
– RC PIPE
– SLEEVE PIPE
– PRODUCT PIPELINE

FLOOR LEVELS

GARAGE = 4.78
OFFICE = 5.03
CONTROL ROOM = 4.91
PUMP HOUSE (UPPER LEVEL) = 5.38
PUMP HOUSE (LOWER LEVEL) = 4.68
SWITCH GEAR HOUSE = 3.97
FAN HOUSE = 4.27



FOR DETAILS OF UPGRADE TO FIRE FIGHTING SYSTEM SEE WS 5.025 SHEETS 1–7

TRANSNET pipelines

SITE LAYOUT
MAGDALA PUMPSTATION (AS BUILT)

REVISIONS
PROJECT NAME

DRAWN	Z.M	REF.	
TRACED	CAD	DATE	11-01-2008
CHECKED		APPROVED	
SCALE	1:250		

DRAWING No. PL115759 REV

REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL (RFP) FOR THE LEASING OF TRANSNET PIPELINES' STANDERTON PETROLEUM DEPOT

TRANSNET PIPELINES

ISSUE DATE: 05 OCTOBER 2026

CLOSING DATE: 04 DECEMBER 2026 @17:00 (SAST)

1. Background

Transnet Pipelines established in 1965, is an operating division of Transnet SOC Ltd, a South African state-owned company which plays a critical role in the energy industry in the South African economy. Transnet Pipelines core strategic mandate is to ensure petroleum security of supply for the inland market and gas security of supply for the KwaZulu Natal market using environmentally responsible methods while ensuring optimal efficiencies.

Standerton Depot was originally part of the Durban Witwatersrand Pipeline (DWP) and was used to accumulate and deliver refined products. The decommissioning of the Durban Witwatersrand Pipeline has resulted in Standerton Depot becoming a stranded asset. As a result, Transnet Pipelines is seeking viable alternative uses for the stranded asset to maximise its value and operational potential.

2. Request for Proposal (RFP)

Transnet Pipelines would like to invite parties interested to submit proposals to enter into a Lease Agreement for the Standerton Petroleum Depot for the storage and distribution of petroleum products.

Transnet Pipelines is open to a consortium or incorporated joint venture structure of a bidder, bidder entity or bidder group, provided there are clear links and explanations as to key issues relating to the partners/members experience in the upstream, midstream, or downstream liquid petroleum market, financial capability and which company or group of companies ultimately takes the lease.

Transnet Pipelines will award the lease of Standerton Petroleum Depot based on the successful negotiation and finalization of the binding Lease Agreement with the relevant party.

3. Description of Assets

The Standerton depot located in Standerton's fuel terminal industrial area and is a purpose-built fuel terminal. The facility comprises buildings, civil works, mechanical equipment, piping systems, storage tanks, electrical installations, instrumentation and control systems, security infrastructure, utilities, roads, drainage systems and associated operational assets necessary for the safe receipt, storage and dispatch of petroleum products.

The terminal contains multiple above-ground bulk accumulator tanks located within dedicated concrete bunded containment areas designed to contain spills and prevent environmental contamination. There are three accumulator tanks with capacities of 1 350 000 litres, 220 000 litres, and 783 000 litres, respectively. The storage facilities are connected through an extensive network of above-ground and underground product pipelines, manifolds, isolation valves, transfer systems, and associated mechanical equipment that facilitate the receipt, storage, circulation, and dispatch of petroleum products. The terminal also includes pumping facilities

equipped with product transfer pumps, motors, pipework, valves, instrumentation, and associated control equipment required for the safe and efficient movement of product throughout the facility.

Supporting the operational infrastructure are several permanent buildings that accommodate administrative, operational, maintenance, and security functions. These include office buildings, control and operations rooms, laboratory, garages, maintenance workshop, equipment storage areas, and security gatehouses.

The terminal is supported by comprehensive utility infrastructure that provides electrical power distribution, lighting, water supply, drainage, fire protection, and instrumentation and control systems. Electrical infrastructure includes incoming power supplies, distribution boards, earthing systems, and associated electrical equipment. Water services include potable water, fire water systems, and site drainage infrastructure. Fire protection systems comprise hydrants, fire water distribution networks, fire hose reels, fire extinguishers, and associated emergency response equipment designed to safeguard personnel, assets, and the environment.

The facility is supported by extensive civil infrastructure comprising internal access roads, heavy vehicle circulation routes, parking areas, concrete hardstands, equipment foundations, stormwater drainage systems, retaining structures, cable trenches, underground services, and other civil works necessary for terminal operations.

Security infrastructure forms an integral part of the facility and includes perimeter fencing, controlled access gates, security gatehouses, external lighting, pedestrian access control, and vehicle access control systems.

The facility also incorporates environmental protection infrastructure designed to minimise environmental impacts associated with petroleum storage and handling operations. This includes bunded containment systems around storage tanks, oily water drainage systems, spill containment measures, stormwater management infrastructure and waste collection areas.

The site layout for Standerton depot is included below.

4. Scope of Requirements

Transnet intends to appoint a Lessee to commercially lease, operate and maintain the Standerton depot for at least ten years following an RFP procedure. Transnet Pipelines reserves the right, at its sole discretion, to amend the lease period after the RFP closing date.

The appointed Lessee will be required to assume operational responsibility for the depot and ensure that it is efficiently managed in alignment with applicable regulatory requirements and industry standards. This includes the safe handling, storage, throughput, and dispatch of petroleum products, while maintaining the integrity of the facility and associated infrastructure.

The Respondent is required to submit a detailed technical proposal demonstrating its capability to operate and manage the Transnet Pipelines Standerton Depot effectively. This submission must include the bidder's understanding of the scope of work, proposed operational approach, and methodology for managing depot activities such as product receipt, storage, and dispatch.

The Standerton depot is isolated from the pipeline network. Therefore, the bidder would have to implement site improvements to enable road and/rail receipt and dispatch of the petroleum products to and from the depot at their own costs.

5. NERSA Requirements

Standerton Depot was licensed as an accumulation facility within Transnet Pipelines Pipeline Operations License with NERSA. Accordingly, Standerton Depot requires to be licensed with NERSA as a storage facility before it can be operationalized by the appointed Lessee.

Transnet Pipelines (on behalf of the Lessee) will submit the application for storage license for the Standerton Depot as the facility owner to NERSA and the appointed Lessee shall provide all the relevant documents required by NERSA.

6. Proposal Criterion

A comprehensive business proposal document must be included in the RFP submission. The comprehensive proposal must include the commercial terms, evidence of experience in either the upstream, midstream, or downstream liquid petroleum market and evidence of financial capability to operate and maintain the Standerton Depot (credit facilities will not be accepted).

The below minimum acceptance criteria will be utilized for shortlisting Respondents who will be invited to enter into discussions for Standerton Depot Lease Agreement. Proposals that do not meet the minimum criteria will not be considered.

Criteria	Minimum Acceptance Criteria
Provision of all mandatory documents	The Respondent is required to provide all the mandatory documents listed in Annexure A. Proposals from Bidders that fail to provide any of these documents will not be considered.
Lease Term	Greater than or equal to ten (10) years Payable Monthly
Proven experience in the liquid petroleum market	Experience in the upstream, midstream, or downstream liquid petroleum South African

	market and relevant licensing i.e., wholesale license, NERSA operating license, etc.
Financial capability to operate and maintain facility to Transnet Pipelines standards	Certified copies of last 3 years audited annual financial statements.

Transnet Pipelines reserves the right to disqualify respondents providing incomplete, inaccurate financial information.

7. Deposit and Pricing Schedule

The successful Lessee will be required to pay a refundable deposit prior to the commencement of the lease agreement. Bidders are required to complete and submit the pricing schedule as part of their submission, indicating their proposed rental rate per month.

8. Mandatory Site Briefing

Transnet Pipelines will hold a mandatory site briefing at Standerton Depot on 28 October 2026 at 9:30 am. Standerton Depot coordinates are -26.94979611, 29.22541735.

Flame-resistant personal protective equipment (PPE) is required. Proposals from parties that fail to attend the site briefing will not be considered.

9. Clarification Questions

Transnet Pipelines will accept written clarification requests from Respondents. All clarification questions must be submitted in writing to TPL.Commercial@transnet.net by no later than 14 November 2026 at 17:00 SAST.

10. General Respondent

This RFP does not and will not be deemed to constitute an agreement or an offer by Transnet Pipelines that is capable of acceptance and any response to, or signature of, this RFP shall not give rise to any obligations on the part of Transnet Pipelines.

Transnet Pipelines will not have any liability to any party arising in connection, whether directly or indirectly, with this RFP or any response received by an interested party.

Transnet Pipelines reserves the right to amend, modify or withdraw this RFP, or any part of it, or to terminate or amend the plans for the Standerton Depot, at any time, without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal, or termination. A Respondent to this RFP warrants that the information provided is true, accurate and complete.

11. Confidentiality

The proposals and appendices/annexures submitted by the Respondent to this RFP will be treated by Transnet Pipelines as confidential and Transnet Pipelines will not, without the Respondents written consent directly or indirectly communicate or disclose (whether in writing or orally or in any other manner) the proposal to any other person.

Transnet Pipelines will only use the proposal for the sole purpose of this RFP. Notwithstanding the aforementioned, Transnet Pipelines may disclose the proposal to Transnet's agents who strictly need access to the proposal for the sole purpose of this RFP and Transnet may disclose the proposal to the extent required by law or rules of any applicable regulatory authority. The proposal shall remain the property of the Respondent, and its disclosure shall not confer on Transnet any rights, including intellectual property rights over the proposal whatsoever.

Any information or data which is already known to Transnet Pipelines as of the date of submission of the proposal, information or data acquired by Transnet Pipelines independently from a third party, or information or data that is or becomes known in the public domain, shall be excluded from the operation of this confidentiality clause.

12. Annexure A: Mandatory Documentation

The Respondent (s) shall provide all of the below listed documentation with their proposal. Failure to provide all the below documentation will result in the bidder not being considered:

1. Detailed business proposal which must include:
   1.1. Market demand volumes and annual throughput volume;
   1.2. Details of the target customer base;
   1.3. The nature of the proposed business initiative and necessary developments;
   1.4. The value adding of the business proposal to Transnet;
   1.5. New supplier development contribution and job creation opportunities to the region.
   1.6. Detailed description of how the product will be delivered into the tanks and a description of how the product will be distributed out of the tanks. Detailed description of the products to be stored in each tank.
   1.7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
   1.8. Finance model (forecast model);
   1.9. Detailed approach outlining associated risks and mitigation actions;
   1.10. Technical abilities of the Bidder to maintain and operate a fuel depot;
2. Pricing schedule indicating the proposed rental rate per month in the following format:

Activity	Rate (R/month) excl. VAT
Rent	

3. The relevant trading license i.e Wholesale License, NERSA operating license, etc
4. Certified copies of last 3 years audited annual financial statements;
5. Company profile;
6. Company Structure;
7. Proof of Registered Business Address (e.g., municipal bill);
8. Company Registration Documents (e.g., CIPC Certificate of Incorporation, CoR14.3; CoR15.1A) and Certified Copies of Directors' Identification Documents;
9. Consent Letter for Transnet Pipelines to conduct credit assessment of the Respondent in company letter head;
10. Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage;
11. SARS Tax Clearance Certificate;
12. Confirmation of bank details from bank (with bank stamp);
13. Shareholders Agreement;
14. Shareholder Certificates (if applicable);

13. Closing date for submissions

The response as per above must be submitted by email to TPL.Commercial@transnet.net by no later than 04 December 2026 at 17:00 SAST.

Any response submitted after the deadline will not be considered.

EVALUATION CRITERIA

Bid Responses submitted in respect of this RFP will first be assessed based on compliance with the Functionality Criteria, and only if a Bid Response complies with the Stage 1 of the evaluation criteria (Functionality Criteria) will it be evaluated in Stage 2 (Price and Preference).

STAGE 1 OF THE EVALUATION CRITERIA: FUNCTIONALITY CRITERIA

Note: Only Tenderers with a total functionality score of **60%** will be considered.

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
Business Proposal	The business proposal will be assessed on how thoroughly it outlines procedures for each stage of product movement, including receipt, storage, handling, and dispatch, with particular emphasis on safety, accuracy, and efficiency. Bidders must clearly describe processes, workflows, and controls that ensure product integrity, prevent losses, and minimize risks associated with hazardous materials. The level of detail and practicality of the proposed operational procedures will also form an important part of the evaluation. Bidders are expected to provide step-by-step descriptions supported by diagrams, process flows, or standard operating procedures where applicable.	30	**Refer to T1.1**
Previous Experience	Demonstrate experience in the upstream, midstream or downstream liquid petroleum South African market. Provide the relevant licensing i.e, Wholesale License, NERSA operating license, etc.	40	**Refer to T1.2**

Financial Standing	Applicants, or each member of the Joint Venture (JV), should submit their annual audited financial statements for the last three (3) financial years for existing Company. Financial statements must be signed off by a registered auditor/tax practitioner. (Note: Credit Facilities are not acceptable for the purposes of financial analysis and scoring of proposals).	30	**Refer to T1.3**
	Total	**100**	
	Minimum qualifying score required	**60**	

T1.1 The Proposal

The Proposal will be scored as follows:

The following information is required as a minimum on the Proposal submitted for evaluation:

1. Market demand volumes and annual throughput volume;
2. Details of the target customer base;
3. The nature of the proposed business initiative and necessary developments;
4. The value adding of the business proposal to Transnet;
5. New supplier development contribution and job creation opportunities to the region;
6. Detailed description of how the product will be delivered into the tanks, a description of how the product will be distributed out of the tanks and detailed description of the products to be stored in each tank;
7. Proof of project funding and detailed schedules for the work required for the improvements of the depot to enable receipt and dispatch of the product from the tanks;
8. Finance model (forecast model) demonstrating viability of the proposal;
9. Detailed approach outlining associated risks and mitigation actions;
10. Technical abilities of the Bidder to maintain and operate a fuel depot.

Score	**Description**
0	The Proposal meets less than 4 of the minimum requirements listed above.
40	The Proposal meets 4 of the minimum requirements listed above.
50	The Proposal meets 5 of the minimum requirements listed above or more than 5 but not including item 6.
60	The Proposal meets 6 of the minimum requirements listed above including item 6.
70	The Proposal meets 7 of the minimum requirements listed above including item 6.
80	The Proposal meets 8 or 9 of the minimum requirements listed above including item 6.
100	The Proposal meets all of the minimum requirements listed above.

T1.2 Previous Experience

Bidders are required to provide projects/businesses to substantiate experience in the upstream, midstream or downstream liquid petroleum South African market. They shall supply a sufficiently detailed list of projects, indicating the following:

a) Project Description;

b) Name of client;

c) Start date;

d) Completion date (or ongoing status);

e) Cost of project;

f) Name, email and contact number of client representative.

Previous Experience will be scored as follows:

Score	Description
0	The Tenderer has 0 - ≤ 1 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
40	The Tenderer has >1 and <2 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
60	The Tenderer has ≥2 and <3 years of relevant experience in the upstream, midstream, or downstream liquid petroleum sector within the South African market.
80	The Tenderer has ≥3 and <5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.
100	The Tenderer has ≥5 years of relevant experience in upstream, midstream or downstream liquid petroleum South African market.

Bidders are required to submit the relevant license i.e, Wholesale License, NERSA operating license, ITAC permit etc. Where no license is submitted then no score will be given.

T1.3 Financial Standing

Current Ratio will be scored as follows:

Score	Description
0	The current ratio is <1
40	The current ratio is ≥1 and <1.25
60	The current ratio is ≥1.25 and <1.5
80	The current ratio is ≥1.5 and <2
100	The current ratio is ≥2

Net tangible assets will be scored as follows:

Score	Description
0	The company's Net tangible assets are negative
100	The company's Net tangible assets are positive

Note: Net tangible assets are defined as Total assets – Intangible assets – Total Liabilities

Debt to Equity Ratio will be scored as follows:

Score	Description
0	The debt to equity is ≥1
40	The debt to equity is ≥0.75 and <1
60	The debt to equity is ≥0.5 and <0.75
80	The debt to equity is ≥0.25 and <0.5
100	The debt to equity ratio is <0.25

STAGE 2 OF THE EVALUATION CRITERIA: PRICE AND PREFERENCE

Evaluation Criteria	**Description**	**Weighting (%)**	**Scoring Guideline**
BBBEE	Valid Broad-Based Black Economic Empowerment (B-BBEE) certificate or a sworn affidavit which reflects the company's Black ownership percentage.	10	**Refer to T1.4**
Price	The Bidder must submit an acceptable monthly rental rate	90	**Refer to T1.5**
	Total	**100**	

T1.4 BBBEE contribution will be scored as follows:

Score	Description
0	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 7 or 8, or non-compliant status.
40	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 5 or 6.
60	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 3 or 4.
80	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 2.
100	Bidder submitted a valid BBBEE certificate or sworn affidavit reflecting a BBBEE status level 1.

T1.5 Price

The Bidder making the highest rental rate per month will be awarded maximum points while the other Bidders with a lower rental rate per month will proportionately obtain lower points based on the following formula:

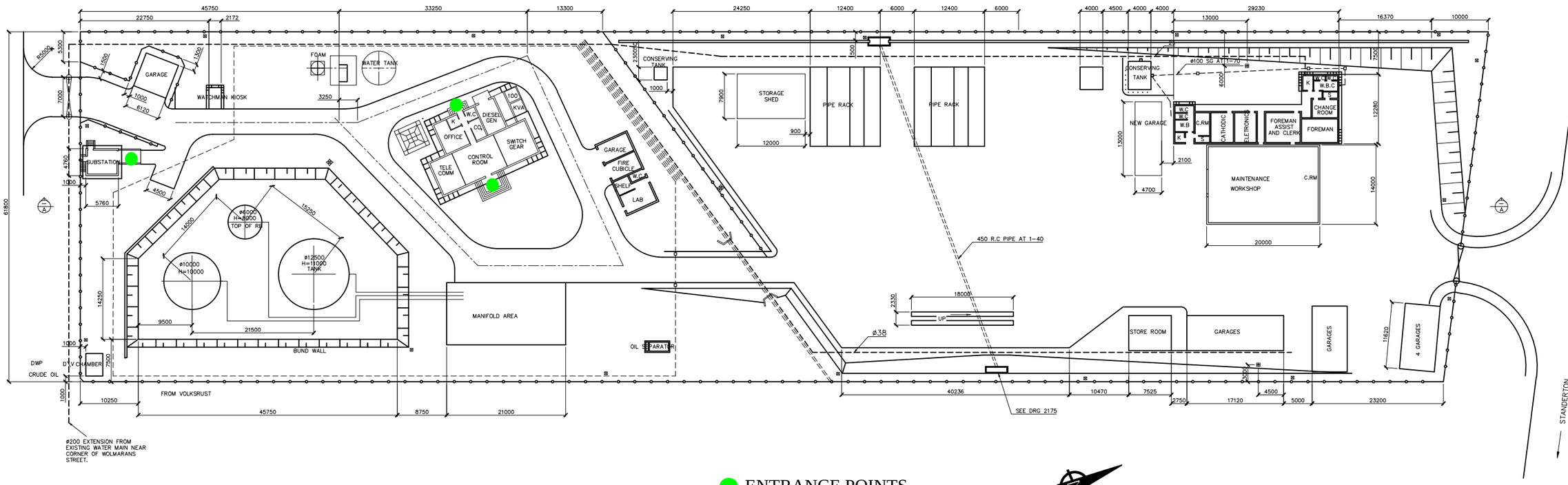
Ps = 90 (1+ (Pt - Pmax) / Pmax)

Where:

Ps = points scored for the offer under consideration

Pt = rental rate per month under consideration

Pmax = highest acceptable rental rate per month received



SECTION A–A

SCALE: HORIZONTAL 1:250 VERTICAL 1:100

GENERAL NOTES:

1. THERE EXISTING FENCE COMPLY WITH S.A.R. REQUIREMENTS.
2. ALL DRAIN DUCTS TO BE HAUNCHED IN MASS FILLED CONCRETE WHERE UNDER ROADS.

TRANSNET pipelines

SITE LAYOUT
STANDERTON DEPOT (AS BUILT)

REVISIONS			
PROJECT NAME			
DRAWN	B.D	REF.	
TRACED	CAD	DATE	16-04-2010
CHECKED		APPROVED	
SCALE	1:250		
DRAWING No. PL			REV