

RFP008/2021 REQUEST TO LANDOWNERS/DEVELOPERS TO AVAIL SERVICED STANDS LOCATED WITHIN THE GAUTENG PROVINCE FOR ACQUISITION AND DEVELOPMENT CONSIDERATION

NON-COMPULSORY BRIEFING SESSION

DATE: 25 AUGUST 2021

QUESTIONS AND ANSWERS

<p>1. Who will be responsible for transferring land to the qualifying beneficiaries?</p>	<p>Answer: The winning bidder will be responsible for the transfer.</p>
<p>2. According to the scope the required land is indicated to be around Gauteng and it is also indicated that the demand analysis will be conducted and based on the areas where there is demand and identified beneficiaries that is where the winner will be considered. Is there a list in place for areas where there is demand and list of beneficiaries?</p>	<p>Answer: We are looking for land parcels all over Gauteng and there is a relative demand of land in Gauteng and we will look in all areas. The emphasis on the demand is for the award purposes. We are not going to prioritise a bidder who gives us land parcels in areas where there is not much of a demand but we will still appoint.</p>
<p>3. Is the performance guarantee to be supplied from a commercial firm or should we request a payment guarantee as well?</p>	<p>Answer: This will come at a time when we are negotiating with a bidder who are successful and most likely we will require performance guarantee that is why we say we will require a value to be agreed upon on the off-take agreement.</p>
<p>4. On the timeframe- at what point will be triggered at the beginning of the 24-month period?</p>	<p>Answer: We will trigger it on the signature of the off-take agreement</p>
<p>5. The validity period of 90 days – we entered into the same process with the HDA a few months ago and after 8 months it was eventually cancelled. Are we going to be locked in three months in total or are we going to be notified if we are not successful or are we going to be land-locked for that 90 days?</p>	<p>Answer: The GPF will make one payment based on the project milestones that we agreed in the off-take agreement.</p>

6. The off-take agreements to the actual users are we going to, lets say you offer 200 or 300 stands. Are you going to enter into 200 or 300 off-take agreements or one agreement where there is one payment from GPF not 300 different transfers?

If you are transferring to 200 different end users do you get everyone to sign the agreements and get the clearance certificates that might end up taking another 12 months to transfer.

During the evaluation process there is a milestone where other bidders do not make it to the next round or disqualified, are we going to be notified if we did not make it?

Answer: The GPF is flexible and such mutually agreed off-take agreements entered into by the GPF means that the developer must be happy and the GPF must be happy. These are the discussions that will be happening at the time we are entering into the off-take agreement so obviously we will not take you into the side that will delay the whole process at the end of the day.

The 90 days validity period is the period that we anticipate concluding the entire tender process and if we foresee that we are not going to conclude the process within the 90 days we extend that validity period so that it accommodates our finalization of the processes.

Before the conclusion of the process SCM is not allowed to communicate to bidders notifying them that they are unsuccessful before the conclusion of the process.