Question and Answer Document
– Bidders Conference

In respect of the site visit for the Bush Braai PPP opportunity in the Phabeni Gate of the Kruger National Park

Attended 22 February 2019
Bush Braai PPP Opportunity Crocodile Bridge Bidders Conference Question and Answers Session

1. In the financing and capital plan, bidders may reflect the PPP fee. Can SANParks please provide guidance on how the PPP fee should be reflected?
   - SANParks to confirm to bidders that the PPP fee should not be reflected anywhere in Envelope 1. It must only be provided in Envelope 2, in the format provided in the RFP
   - Clause 27.2.1 Annexure 7 of the Request for Proposal – “Information on the PPP Fee Offer must be contained in Envelope 2 and is not to be submitted in Envelope 1 with the functionality and BEE proposals”

2. Land Claimant in terms of restitution is not allowed to be involved in the set-up. Only after the award of the Land to the Claimants can they be involved. When SANParks refers to Land Claimants, is it referring to the beneficiaries that have already been awarded rights to the Land?
   - In 2008 Cabinet made a decision that alternative redress will be the only means of settlement for the KNP land claims considering the major contribution that the Kruger National Park (KNP) makes to job creation and local economic development. The Commission on Restitution of Land Rights (CRLR), DEA and SANParks jointly informed the claimants of the Cabinet decision. In that consultation process, the claimants then requested all parties to unpack the details of equitable redress. On such basis it is important for SANParks to develop a Beneficiation Package as provided for in the settlement agreement allowing for both a sustainable flow of income to the claimant communities as well as business opportunities where claimants can participate. Whilst the Beneficiation Package includes inter alia 5% of the value of KNP rhino sales to go to the claimants communities, it was further required that tourism opportunities are identified whereby the land claimant communities can benefit.
   - Accordingly, Land Claimants are not dealt with by a defined area. All land claimants will be incorporated into a bigger trust or similar and all KNP contributions will be paid into such trust where it will be further distributed as per the trust deed. As such, the Bush Braai PPP Opportunity will not be affected in any way by land claimants. It is not an identified land claimants beneficiary project and any communities can be involved. Should the private wish to engage with a specific community, they are welcome to engage with Hilda Mthimunye for more information.

3. Further to the above question, can Land Claimant beneficiaries be employed by the SPV?
   - Refer to answer 2
4. For parking at the Phabeni Gate, can the OSVs be parked at the Phabeni Gate between the morning and night drives? There also needs to be enough space to accommodate the guest’s vehicles that are participating in the Bush Breakfast / Bush Braai
   - It’s a public area parking – useable by the public – if parking space is availability. Public permitted parking during SANParks’ operating hours – including OSVs for this opportunity – until 22h00 night drives/bush dinner period – no vehicles is allowed.

5. Can marketing material be put up by the Operator, such as contact details and brochures at the reception?
   - Operator is responsible for their own Marketing – however SANParks’ marketing department could be consulted for clarity

6. The coaches that are used consist of 44 people. Will SANParks allow for the maximum of 40 people to be increased?
   - To be considered and negotiated at contract award and signing stage – especially in the event of large groups

7. If a guest is booked in at Skukuza, how will these guests be transported to the Phabeni Gate?
   - Operator to handle bookings, pick-up and drop points

8. Can the Operator drive out of the concession area to collect guests?
   - As long as the Operator adheres to the requirements of the PPP Agreement, it is at their discretion where to collect guests, as long as it complies to SANParks’ rules and gate times.

9. Is there a copy of the draft PPP Agreement available and can this be shared with the bidders?
   - Yes – shall be uploaded under New document from SANParks’ website

10. Can a box be placed at Skukuza to submit bids there instead of at Groenkloof?
    - No – all bids to be submitted in Head-office -15 March 2019 – before or by 11h00

11. For the audited financial statements, is this a compulsory requirement? As a small company, financial statements are not audited.
    - Yes - the statements must be signed by the auditors.