



THE SOUTH AFRICAN NATIONAL PARKS (“SANParks”)

BIDDER QUESTIONS & REPOSSES FOR THE PUBLIC PRIVATE PARTNERSHIP TENDER FOR THE FINANCE, REFURBISHMENT, OPERATION AND MAINTENANCE OF SIX CONCESSION AREAS IN THE KRUGER NATIONAL PARK:

Opportunity Nr 1: To operate the lodge accommodation of the Jock of the Bushveld Concession in the Kruger National Park.

Opportunity Nr 2: To operate the lodge accommodation of the Mluwati Concession in the Kruger National Park.

Opportunity Nr 3: To operate the lodge accommodation of the Lwakahle Concession in the Kruger National Park.

Opportunity Nr 4: To operate the lodge accommodation of the Jakkalsbessie Concession in the Kruger National Park.

Opportunity Nr 5: To operate the lodge accommodation of the Mpanamana Concession in the Kruger National Park.

Opportunity Nr 6: To operate the lodge accommodation of the Mutlumuvi Concession in the Kruger National Park.

16 July 2026

	Bidder Question	SANParks Response
1.	Requests for sensitive information such as staffing and plans/drawings.	NOTICE ON OBTAINING SENSITIVE INFORMATION IN RESPECT OF PPP OPPORTUNITIES ADVERTISED ON 7 JULY 2026 Please note that given the confidentiality of the information, bidders should request the information by email from Jabulile Galane, jabulile.galane@sanparks.org. The information will be emailed directly, it will not be uploaded on the Website. The information pertains to: • staff information (number of Staff that will form part of a Section 197 and the Cost to Company Value) • Available site and building plans
2.	Requests for information such as: 1. The KNP Concession Operations Manual 2. The KNP Roads Manual	Please note that the Concessions Manual will be uploaded to the SANParks Website. Bidders are reminded to monitor the SANParks Website continuously during this bid preparation period for additional information uploads or more recent versions of information uploads that may be in the process of being finalised. Due to the size of the KNP Roads Manual, it will be shared with Bidders on request.
3.	Request for information: - SANParks Job Grading Schedule	Please note that SANParks uses a Paterson Grading System. Bidders are to research the Paterson Job Grading System and align their bids accordingly.

	Bidder Question	SANParks Response
4.	The minimum PPP rental fee differs for Mpanamana and Mutlumuvi Concessions between the RFP and the Information Memorandum?	Clause 17.2.1.2 of the Mutlumuvi RFP should read: <i>“Please note: SANParks will not consider a minimum fixed rental PPP fee of less than R210 000 per month in the first full year of operations and R250 000 per month in the second full year of operations. The Private Party should take this into consideration in developing its PPP fee offer.”</i> Clause 7.2.1.3 of the Mpanamana Information memorandum should read: <i>“Please note: SANParks will not consider a minimum fixed rental PPP fee of less than R410 000 per month in the first full year of operations and R510 000 per month in the second full year of operations. The Private Party should take this into consideration in developing its PPP fee offer.”</i>
5.	The Bidders Conference conflicts with an industry association conference.	Please note that the date for the Bidder Conference is 20 August 2026 and will remain at that date and time as specified in the RFPs. Bidders may attend either physically at the venue to be confirmed or remotely on the meeting link which will be confirmed.

	Bidder Question	SANParks Response
6.	May bidders attend all six site visits and decide thereafter as to which concessions they will bid for?	Yes, bidders may attend all site visits. SANParks encourages bidders to attend site visits. However, the specification of the RFPs should be noted: • <i>“A Bidder may submit a Bid response to a maximum of four (4) out of the six (6) Concessions Subject to this Retender.”</i> • <i>“SANParks reserves the right to award or select the same Preferred Bidder for a maximum of two (2) Bids out of six (6) Concessions Subject to this Retender.”</i> Bidders are reminded that they must register their intention to attend site visits with Jabulile Galane, jabulile.galane@sanparks.org.
7.	Generic Note on Monitoring the SANParks Website.	SANParks would like to take this opportunity to remind Bidders to monitor the SANParks Website continuously during this bid preparation period for additional information uploads and responses to Bidder Questions.