REQUEST FOR PROPOSAL

BID NUMBER: ECIC06P-2025/26

PROVISION OF ASSET MANAGEMENT SERVICES (SOUTH AFRICAN FLEXIBLE INCOME MANDATE) FOR A PERIOD OF 7 YEARS

CLOSING DATE: 3 MARCH 2026

CLOSING TIME: 11H00 (SAST, OBTAINABLE BY DIALLING TELKOM ON 1026)

Address Byls Bridge Office Park, Building 9, Fourth Floor, 11 Byls Bridge Boulevard, Highveld Extension 73, Centurion, 0157, South Africa
Tel +27 (0)12 471 3800 | **Email** info@ecic.co.za | **Website** www.ecic.co.za
Directors: Ms. DP Ndlovu (Chair), Mr. NG Maphula (Acting CEO), Mr. S Mayekiso, Ms. SK O' Mahony, Mr. BI Mkhize, Ms. PM Mthethwa, Ms. XE Daku; Mr. W van Der Spuy, *Mr. L. Govender | Company Secretary: Ms. N Moffatt
Company registration no: 2001/013128/30 | ECIC is a licensed non-life insurer and authorised Financial Services Provider (FSP 30656).
Currently exempted in terms of FAIS Notice 78 of 2019.
*alternate to Mr. W van Der Spuy
YOUR EXPORT RISK PARTNER

CONTENTS

A. INTRODUCTION TO THE REQUEST FOR PROPOSAL (RFP) 4

1. Introduction 4

2. Purpose 4

3. Background – Investment portfolio and strategy of the ECIC 5

4. Procurement Regulations 6

B. TERMS OF REFERENCE 7

5. Scope of services 7

6. Bid/contract conditions 9

7. Due diligence/site inspection 10

8. Bid evaluation 10

9. Evaluation Phase One: Pre-qualification and compliance 11

10. Evaluation Phase Three: Functional 12

11. Evaluation Phase Four: Proof of concept (Demonstration) 19

12. Evaluation Phase Four: Preference point system 20

13. Document(s) required to substantiate claims for Specific Goals 21

14. Phase Five: Objective criteria 21

15. Standard bidding documents 22

16. Instructions to respondents 22

17. Timeline of the bid process 24

18. Bid rules 25

ANNEXES 29

Annexure A: Protection of personal information 29

Annexure B: Format for fee proposal 31

Annexure C: Information required from all bidders 32

Annexure D: Applicable Standard Bidding Documents 33

SBD 1 33

SBD 4 35

SBD 6.1 39

Checklist 45

A. INTRODUCTION TO THE REQUEST FOR PROPOSAL (RFP)

1. Introduction

1.1. The Export Credit Insurance Corporation of South Africa (SOC) Limited (ECIC or Corporation)[1] is a self-sustained state-owned entity listed under Schedule 3B of the Public Finance Management Act 1 of 1999 (as amended) and established in terms of the Export Credit and Foreign Investments Insurance Act 78 of 1957 (as amended).

1.2. The mandate of ECIC is to facilitate and encourage South African export trade by underwriting export credit loans and investments outside the country, to enable South African contractors to win capital goods and services contracts in countries outside South Africa. ECIC is a registered Financial Service Provider and is regulated by the Financial Sector Conduct Authority and Prudential Authority (FSP No: 30656). Currently exempted in terms of FAIS Notice 78 of 2019.

1.3. ECIC operates at the following address:

Byls Bridge Office Park
Building 9, Fourth Floor
11 Byls Bridge Boulevard
Highveld Extension 73
Centurion
0157

2. Purpose

2.1. The purpose of this Request for Proposal (RFP) is to appoint two service providers to render asset management services to manage a South African Flexible Income mandate for seven years.

2.2. The corporation is considering the appointment of two highly rated investment managers under this RFP to manage the Flexible income mandates. One manager will be appointed in each of the following two categories: one large firm and one developing firm. **Bidders must clearly indicate which category they are applying for.** The mandate categories are defined as follows:

2.2.1. **Flexible income – Large Firm:**

2.2.1.1. This category is aimed at established firms that:

2.2.1.1.1. Have a satisfactory medium to long-term performance track record; and

2.2.1.1.2. Typically have assets under management (AUM) of at least R15 billion.

[1] Further information on the ECIC can be found at www.ecic.co.za

2.2.2. **Flexible income – Developing Firm:**

2.2.2.1. This category is aimed at developing firms that:

2.2.2.1.1. Have a proven performance track record of at least five years; and

2.2.2.1.2. Typically have assets under management (AUM) of between R5 billion and R15 billion.

2.3. Should only one preferred bidder be identified, the asset allocation to that manager may be adjusted accordingly.

3. Background – Investment portfolio and strategy of the ECIC

3.1. ECIC's liabilities drive the determination of its investment strategy and asset management activities. As an insurer, ECIC has an imperative to ensure its obligations are fulfilled whilst maintaining financial soundness. It makes use of an asset liability matching approach to determine its investment strategy set within the risk appetite and risk budget of the corporation.

3.2. The ECIC has a portfolio of R3.7 billion and US$286 million invested in rand and US dollar dominated assets, respectively (market value as of 31 December 2025). The corporation's operational cashflow requirements are denominated and funded from the South African Rand investment portfolio, while the majority of the corporation's liabilities are denominated in US Dollar (USD) and matched by the USD investment portfolio.

3.3. The investment strategy is set and constructed by segmenting it into parts and allocating matching assets for each currency's cash flow, liability and solvency requirements. Residual or excess assets are invested to seek investment growth. The investment portfolio currently consists of a Total Reserving Tranche, which is a combination of Working Capital, Reserving, and Capital Requirement tranches, and an Excess Capital Tranche, which consists of funds left over after funding the Working Capital, Reserving, and Capital Requirement tranches.

3.4. Below are the tranche allocations as at the end of December 2025:

	Total Reserving Tranche	Excess Trance
ZAR Portfolio	12%	88%
USD Portfolio	40%	60%

3.5. The Excess tranche is split between various active Global Balanced, Global Absolute Return, Flexible Income and Government Bond mandates as appropriate, managed to deliver a liability benchmark cognisant strategy applicable to the corporation's underlying liability profile. The allocation between the tranches, and by implication between mandates, will be reviewed as required, in light of changes in cashflows, insurance obligations and capital requirements.

3.6. The investment strategy is implemented by appointing external fund managers. Mandates will either be managed on a segregated basis with bespoke investment guidelines or through

investment in managers' Collective Investment Scheme-type structures (e.g. UCITS, SICAVs, etc.).

4. Procurement Regulations

4.1. This bid is subject to the Preferential Procurement Policy Framework Act No. 5 of 2000 and the Preferential Procurement Regulations, 2022, the General Conditions of Contract (GCC) and, if applicable, any other special conditions of contract. Where, however, the special conditions of the contract conflict with the general conditions of the contract, the special conditions of the contract prevail.

B. TERMS OF REFERENCE

5. Scope of services

5.1. The asset size is estimated to be R820m at the planned transfer date. The allocation represents 25% of the rand denominated portfolio. The mandate and Flexible Income allocation will be split equally between two bidders only.

5.2. No derivatives may be utilised in the management of the assets. The fund will be benchmarked against the 90% All Bond Index (ALBI) and 10% All Property Index. The following will apply:

5.2.1. Modified duration freedom of +/- 3 years will be allowed.

5.2.2. Limited allocations (off-benchmark) to money market, government-guaranteed debt and inflation-linked bonds will be allowed.

5.2.3. Floating rate notes and NCDs will be allowed under the money market allocation at restricted credit rating levels and

5.2.4. An outperformance target of 1% net of all fees.

5.3. Assets will be managed on a segregated basis held in a custodian account in ECIC's name. All custody services required in connection with the activities of the asset manager shall be managed by the ECIC's appointed custodian.

5.4. The successful bidders will be required to:

5.4.1. Manage Flexible Income portfolios benchmarked to the specified bespoke benchmark as informed by ECIC from time to time (refer to paragraph 5.2) .

5.4.2. Absorb rebalancing allocation changes that could reduce or increase the size of the assets under management due to changes in strategy, the corporation's business model, cash flows such as expense payments and other related events.

5.4.3. Manage assets in accordance with the corporation's liquidity requirements and credit restrictions, which are subject to change as the corporation's investment strategy changes.

5.4.4. Partake in the project planning and management of the transition of assets before inception by liaising with the corporation, its consultant and the outgoing asset manager (only applicable if the current service providers are not identified as preferred bidder). The terms of the transition will be negotiated once the tender is awarded but will include the options of a book-over of assets or a sale of assets.

5.4.5. The transition will be subject to the following requirements:

5.4.5.1. The bidder must assist in transitioning the existing portfolio to its own desired composition in a responsible manner that will not cause underperformance (within the manager's control) of the fund against its benchmark during the transition period.

5.4.5.2. A performance holiday will not be granted, and the track record will start on the commencement date of the contract (or the funding of the portfolio). The outperformance targets, however, will only be considered from the 1st full calendar month after a grace period of 1 month from inception is granted.

5.4.5.3. Should the existing portfolio include undesired instruments (that it would not have bought had it received cash instead of stock), the manager can either:

5.4.5.4. Sell these instruments if such a sale will not cause the fund to underperform its benchmark over the transition period; or maintain the position if the manager believes a sale would cause the fund to underperform its benchmark during the transition period. Such positions must be disclosed, and a separate track record must be kept for the entire portfolio, the portfolio with and the portfolio without these instruments to demonstrate the impact on overall performance. The circumstances that would eventually trigger a sale of these instruments must be provided in writing.

5.4.5.5. A transition manager will not be appointed, and a maximum transition period of 1 month will be granted.

5.4.6. Provide investment and accounting reports to the ECIC and its consultant by the fifth (5th) working day after each month-end. Should the date not be achievable, a workable solution must be provided (for example, such as the provision of unaudited or partial reports and at a minimum the portfolio market value and performance) to assist the corporation in meeting its internal and regulatory reporting deadlines. The reports should at a minimum include:

5.4.6.1. Detailed portfolio holdings that include all necessary fields to enable reporting to regulators (the Prudential Authority and the South African Reserve Bank) for short-term insurance firms.

5.4.6.2. Portfolio reports detailing information that is used in preparing financial statements/journals. [Opening book value, opening market value, contributions, withdrawals, interest income, dividend income -if any split between REIT and other dividends, realised gains/losses, management fees, custody fees and other expenses, bank charges etc, interest withholding tax if any, dividend withholding tax if any, closing book value, unrealized gains/losses, closing market value, trade file – showing purchases, sales agreeing with realised gains/losses, report showing sales of the instruments that were transferred on transition, the capital account reconciliation should also show YTD figures (starting on 01 April)].

5.4.6.3. Information as requested by the corporation's auditors and finance teams in compiling its accounting processes.

5.4.6.4. Gross and net performance returns, benchmark returns and quarterly performance commentary and reports.

5.4.6.5. Credit ratings and source on an instrument/issue level, and where not available on an issuer level.

5.4.6.6. Information as requested by the corporation's auditors and finance team in compiling its tax and accounting reports.

5.4.6.7. Short-term and long-term investment return expectations.

5.4.6.8. Report on transformation initiatives.

5.4.6.9. Report setting out initiatives and issues regarding Environmental, Social and Governance.

5.4.6.10. Presentation packs explaining performance, investment themes, market and economic themes and business updates.

5.4.6.11. Monthly mandate compliance report.

5.5. The successful bidder must also be able to send the monthly and quarterly reporting requirements via SFTP in MS Excel CSV format.

5.6. The successful bidder must also be available to:

5.6.1. Attend Board of Directors and one of its committees, the Finance, Insurance and Investment Committee meetings, to present as and when required.

5.6.2. Attend the ECIC's annual Investment Day to present as and when required.

5.6.3. Provide report-backs to the ECIC's Investment Unit annually or as and when required.

5.6.4. Accommodate ECIC and its consultant on annual or ad-hoc due diligence site visits, providing access to meet various key individuals and business units of the asset manager, and complete a due diligence questionnaire.

6. Bid/contract conditions

6.1. ECIC will enter into an Investment Portfolio Management Agreement with each successful bidder, which will detail the terms of engagement. The agreement will be monitored annually.

6.2. The appointed bidder must ensure that it maintains its Fit and Proper requirements (or equivalent based on the main regulatory oversight of the asset manager) for the entire duration of the agreement and share associated reports and confirmations as requested by ECIC.

6.3. The appointed bidder must ensure that the portfolio manager allocated to manage the account of ECIC (if on a segregated basis) meets ECIC Fit and Proper Requirements (or equivalent based on the main regulatory oversight of the manager) for the entire contract term. In the event that the portfolio manager allocated to ECIC is changed, the bidder must ensure that the newly appointed portfolio manager meets ECIC Fit and Proper Requirements (or equivalent based on the main regulatory oversight of the manager) for the entire remaining contract term or the period that it manages the ECIC account.

6.4. No additional management fees will be due to the incoming asset manager to partake in the transition of assets.

7. Due diligence/site inspection

7.1. At the ECIC's discretion, a due diligence and/or site inspection may be conducted on the identified bidder (the due diligence site visit may take place remotely). ECIC will visit the identified bidders' premises to verify information as contained in their bid documents.

7.2. Where applicable, the ECIC will issue criteria for the due diligence review or site inspection beforehand to the applicable bidder(s). Should it be discovered during a due diligence visit or site inspection that the information submitted by the identified bidder is inconsistent with what is on their current premises of business, ECIC reserves the right to disqualify such bidder.

7.3. ECIC may then identify another bidder using the next highest points obtained in the evaluation phase as stipulated in paragraph 8.1.4, taking into consideration the process followed under paragraphs 7.1 and 7.2.

8. Bid evaluation

8.1. The proposals will be evaluated in phases, as highlighted below and detailed in paragraphs 8.1.1 to 15 of this document:

8.1.1. **Phase One: Pre-qualification and compliance**

In this evaluation stage, bidders are expected to submit proposals that are in line with the requirements of this bid in all material respects. If the proposal submitted is not in line with the requirements of this bid, the proposal will be considered an unacceptable bid and will be disqualified from further evaluation.

8.1.2. **Phase Two: Functional evaluation (desktop evaluation)**

In this evaluation phase, bidders are expected to obtain a minimum of 80 out of 100 points to proceed to the next evaluation stage of the evaluation. Failure to obtain the prescribed minimum points will automatically disqualify the bid offer from proceeding to the next evaluation phase.

8.1.3. **Phase Three: Proof of concept evaluation (demonstration)**

In this evaluation phase, bidders are expected to obtain a minimum of 80 out of 100 points to proceed to the next evaluation stage of the evaluation. Failure to obtain the prescribed minimum points will automatically disqualify the bid offer from proceeding to the next evaluation phase.

8.1.4. **Phase Four: Preference point system**

8.1.4.1. The 80/20 preference point system shall apply to this phase, where 80 points represent the maximum obtainable points for the lowest acceptable price and 20 points represent the maximum obtainable points for Specific Goals. Points will be awarded to a bidder for attaining the

Specific Goals under the table as listed in the bid documentation (refer to paragraph 12, read together with the table on page 42 (paragraph 4.1).

8.1.4.2. ECIC will appoint the first two bidders who obtain the two highest preference points for this bid. In instances where there is a tie between the bidders who attained the highest points, the following tie breaker shall apply:

8.1.4.2.1. If two or more bidders score an equal total number of preference points, the contract shall be awarded to the bidder that scored the highest points for Specific Goals.

8.1.4.2.2. If two or more bidders score equal total points in all respects, the award shall be decided by the drawing of lots.

8.1.5. **Phase Five: Objective criteria**

ECIC will apply objective criteria as detailed in paragraph 14.

9. Evaluation Phase One: Pre-qualification and compliance

9.1. The bidder must be authorised by the Financial Sector Conduct Authority (FSCA) as a Financial Service Provider (FSP). The bidder must provide their valid FSP Number or a copy of their FSP Certificate. The FSP Number will be used to verify authorisation as an FSP, the products authorised for it, and whether those products meet the requirements of ECIC. The verification will be conducted using the FSCA website (or the FSCA).

9.2. Bidders must have actively managed client assets as a licensed asset management firm in South Africa for a minimum period of at least five (5) years from the closing date of this bid. Bidders must submit a declaration on the company letterhead, signed by an authorised person, confirming that the firm has actively managed clients for at least five (5) years from the closing date of this bid.

9.3. Bidders must have at least R5bn in assets under management at firm level as of 31 December 2025 or at an alternative date within six (6) months of this date. Kindly provide latest available information. Bidders must submit a declaration on the company letterhead, signed by an authorised person, outlining the firm's latest assets under management.

9.4. Bidder must have Flexible Income products under management of at least R2bn at firm level as of 31 December 2025 or at an alternative date within six (6) months of this date. Bidders must submit a declaration on the company letterhead, signed by an authorised person, outlining the firm's flexible income products under management and the current market value.

9.5. ECIC will only consider a bid if the relevant bidder meets the pre-qualification criteria mentioned in paragraphs 9.1 to 9.4. Where a bidder fails to meet the pre-qualification criteria, the bid will be considered an unacceptable bid and will be disqualified from further evaluation.

10. Evaluation Phase Three: Functional

10.1. The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 1

EVALUATION CRITERIA	DESCRIPTION	SUB		POINTS
		FACTOR	POINTS	
1. Company Background	1.1. Indicate the company structure and demonstrate the quality and stability in the structure and shareholding, and any major change in shareholding. If there has been a significant change in shareholding, please provide reasons for the above: (concerning event, e.g. single shareholder exit = 0 points, not concerning event, e.g. merger/acquisition = 5 points).	0 or 5	5	10
	1.2. Demonstrate the understanding of the regulatory requirements that apply to Fund Management, including international standards and norms. (understanding not demonstrated = 0 points, understanding clearly demonstrated = 5 points)	0 or 5	3	
	1.3. Indicate the proportion of the senior investment team's total compensation that is related to the strategy's investment performance (express it relative to Cost to Company) (1 x CTC = 5 points, 0 x CTC = 0 points).	0 or 5	2	

EVALUATION CRITERIA	DESCRIPTION	SUB		POINTS
		FACTOR	POINTS	
2. Professional Staff	2.1. Demonstrate the depth and experience of the Key Investment Professionals. 2.1.1. Indicate the number of investment professionals managing equivalent strategies (>=10 including analysts = 5 points, 6-9 = 4 points 2-5 = 3 points, <2 = 0 points).	0,3,4,5	2	20
	2.1.2. Indicate the average experience of the investment team (>=10 years = 5 points, 4-9 years = 3 points, <4 years = 0 points).	0,3,5	3	
	2.1.3. Firm level: Indicate the number of investment professionals (% of total) lost in the last 3 years at firm level (Firm level:<10% = 5 points, 10% to 25% = 3 point, >25% = 0 points).	0,3,5	2	
	2.1.4. Equivalent strategy level: Indicate the number of investment professionals (% of total) lost in the last 3 years at strategy level. (Equivalent strategy level: <10% = 5 points, 10% to 17.5% = 4 points, 17.5% to 25% = 3 point, >25% = 0 points).	0,3,4,5	3	

EVALUATION CRITERIA	DESCRIPTION	SUB		POINTS
		FACTOR	POINTS	
	2.2. Demonstrate the quality and stability in the firm's Executive Management e.g. change in in CEO and CIO or other key decision makers, in last 24 months. If there has been changes, please provide reasons: (if reasons are concerning = 0 points, not concerning = 5 points).	0 or 5	5	
	2.3. Highlight the demographic composition of the key decision makers amongst investment professionals. Higher points will be allocated to those bidders with higher weight to female and black investment professionals. (Measurement Metric = % female and black of total investment professional). >60% = 5 points, 50%-60% = 4 points, 40%-50% = 3 points, 30%-40% = 2 points, 20%-30% = 1 points, <20% = 0 points.	0-5	5	

EVALUATION CRITERIA	DESCRIPTION	SUB FACTOR	SUB POINTS	POINTS
3. Assets under management	3.1 Indicate the total assets under management in equivalent strategies as of 31 December 2025 or at an alternative date within six (6) months of this date. <u>Large Firm:</u> (Minimum of R15bn to achieve full points) (R0bn–R15bn = 0 points, R15bn–R20bn = 1 point, R20bn–R25bn = 2 points, R25bn–R30bn = 3 points, R30bn–R35bn = 4 points, <R35bn = 5 points) <u>Developing Firm:</u> (Minimum of R5bn to achieve full points) (R0bn-R5bn = 0 points, R5bn–R7bn = 1 point, R7bn–R9bn = 2 points, R9bn–R11bn = 3 points, R11bn–14bn = 4 points, R15bn = 5 points)	0-5	5	15
	3.2 Indicate the total amounts of assets under management lost for the last 5 years (e.g. 1 Jan 2021 to 31 December 2025) as a % of AUM. (<5% = 5 points, 5% to 10% = 4 points, 10% to 15% = 3 points, 15% to 20% = 2 points, 20% to 25% = 1 point, >25% = 0 points)	0-5	5	

EVALUATION CRITERIA	DESCRIPTION	SUB FACTOR	SUB POINTS	POINTS
	3.3 Indicate the % AUM of the Top 5 clients in equivalent strategies as at 31 December 2025 or at an alternative date within six (6) months of this date. (<10% = 5 points, 10%-20% = 4 points, 20%-30% = 3 points, 30%-40% = 2 points, 40%-50% = 1 point, >50% = 0)	0-5	5	
4. Risk management, compliance, internal control and operations.	Demonstrate the establishment and adequacy of the following:			10
	4.1. Risk management and indemnity cover.	0-5	2	
	4.2. Compliance processes and controls.	0-5	2	
	4.3. Systems/backup/disaster recovery plan.	0-5	2	
	4.4. Controls and procedures for trading activities, administration and reconciliation process.	0-5	2	
	4.5. Provide an overview of any legal action taken against the firm or any individual investment professional, if applicable. Please provide details. (if Yes: concerning = 0 points, not concerning = 5 points)	0-5	2	

EVALUATION CRITERIA	DESCRIPTION	SUB FACTOR	SUB POINTS	POINTS
5. Client servicing and reporting	Demonstrate quality in client servicing and ability to meet ECIC's reporting requirements.	0-10	10	10
6. Investment philosophy and process	Demonstrate the investment philosophy, process and value proposition to the ECIC, including the range of alpha-generating expertise:			25
	6.1. Ability to articulate philosophy/process.	0-5	5	
	6.2. Sources of added value (opportunity set, tools, currency, sectors, credit and other tilts, rotational exposures, e.g. between government and credit).	0-5	5	
	6.3. Ability to add alpha via allocation between buckets.	0-5	5	
	6.4. Diversification through different sources of alpha.	0-5	5	
	6.5. Incorporation of ESG factors.	0-5	5	
7. Performance	Demonstrate annualised performance versus bespoke benchmarks for the 5 years ended 31 December 2025 for equivalent strategies; points will be awarded, as follows: • Above 2% annualised – 5 points • 1% - 2% annualised – 3 points • 0% - 1% annualised – 2 points • Negative – 0 points.	0-5	10	10
TOTAL				**100**

10.2. Kindly refer to Annexure B, which sets out the preferred structure for providing the required information.

10.3. Bidders who achieve a minimum of 80 points out of 100 will be invited for presentation of their proposed solution to ECIC. The presentation will be during the week commencing on **30 March 2026** and/or **6 April 2026** for bidders that have passed the

functional evaluation. Dates and times will be communicated to the bidders who have passed functionality during the week ending **20 March 2026**. Presentations may be handled remotely on MS Teams. Where a bidder would like to present physically at ECIC Offices, they will be welcome to do so.

11. Evaluation Phase Four: Proof of concept (Demonstration)

11.1. The proof of concept presented by the bidder will be evaluated by ECIC based on the following criteria and will be rated as follows:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 2

EVALUATION CRITERIA	POINTS
1. Demonstrate the bidder's shareholding structure and highlight the Key Investment Personnel's experience and depth.	20
2. Demonstrate adequacy in risk management strategy and policies in place, compliance process and controls, administration and reconciliation process, Systems/Backup/Disaster Recovery and adequate controls and procedures for trading activities.	20
3. Demonstrate understanding of applicable legislation and international standards relevant to the fund management industry, particularly those impacting insurance companies as investors, and how the bidder ensures compliance	5
4. Demonstrate how actual or potential conflicts of interest are managed or avoided and indicate the policies and procedures that are in place to address it.	10
5. Demonstrate reporting capabilities by presenting samples of monthly and quarterly reporting output and reporting infrastructure.	10
6. Demonstrate the investment philosophy and process and value proposition to the ECIC, including the range of local asset class capabilities and asset allocation expertise.	30
7. Overall quality of the presentation and presenters (the key investment professional must present the majority of the presentation). Satisfactory response to questions (the key investment professionals must respond to the majority of the questions).	5
TOTAL	**100**

11.2. Bidders are expected to obtain a minimum of 80 out of 100 points to proceed to the next evaluation stage of the evaluation. Failure to obtain the prescribed minimum points will automatically disqualify the bid offer from proceeding to the next evaluation phase.

11.3. The corporation will decide on the best way to conduct the due diligence/proof of concept and communicate with bidders who have achieved the minimum required points for functionality.

12. Evaluation Phase Four: Preference point system

12.1. The formula below will be used to calculate the lowest acceptable bid price:

$$\mathbf{Ps} = \mathbf{80}\left(\mathbf{1} - \frac{\mathbf{Pt - Pmin}}{\mathbf{Pmin}}\right)$$

Where

Ps = Points scored for price of tender under consideration;
Pt = Comparative price of bid or offer under consideration; and
Pmin = Price of lowest acceptable tender.

12.2. Depending on the bidder's level of Specific Goals, a maximum of 20 Specific Goals points may be awarded to a bidder. The points scored by a bidder for Specific Goals will be added to the points allocated for price.

12.3. The table below reflects the number of points to be allocated to a bidder for Specific Goals:

Table 3

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system)
B-BBEE Procurement Recognition Level of 135% and at least 50.1% ownership by (or combination thereof): a. Black people, or b. Black female, or c. Black Designated Group, or d. Black Voting Rights.	20
B-BBEE Procurement Recognition Level of at least 110% and at least 30% ownership by (or combination thereof): a. Black people, or b. Black female, or c. Black Designated Group, or d. Black Voting Rights.	10
B-BBEE Procurement Recognition Level of at least 110% and up to 30% ownership by (or combination thereof): a. Black people, or b. Black female, or c. Black Designated Group, or d. Black Voting Rights.	5
Any other B-BBEE Procurement Recognition Level up to 110%.	0

[BIDDERS ARE REQUIRED TO INDICATE, IN ONE BLOCK, THE NUMBER OF POINTS THEY ARE CLAIMING FOR SPECIFIC GOALS IN THE TABLE ON PAGE 42 (PARAGRAPH 4.1). IN THE EVENT WHERE A BIDDER MAKES A

MARK (ONE MARK), ECIC WILL CONSIDER THE CORRESPONDING POINTS TO BE THE ONE WHICH THE BIDDER IS CLAIMING FOR. WHERE A BIDDER MAKES MULTIPLE MARKS OR DOES NOT MAKE ANY MARK OR INDICATION AT ALL IN THE TABLE, THE BIDDER WILL BE ALLOCATED ZERO (0) POINTS FOR SPECIFIC GOALS, NOTWITHSTANDING EVIDENCE PROVIDED.]

12.4. The total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

13. Document(s) required to substantiate claims for Specific Goals

13.1. For this bid, bidders are requested to provide the following documents in substantiation for their claim of Specific Goals in line with the 2022 Preferential Procurement Regulations:

Table 4

Specific Goals	Document required to substantiate the Specific Goals claim
B-BBEE Procurement Recognition Level	Copy of a valid B-BBEE Certificate or Copy of a valid Sworn Affidavit

13.2. Any bid received from a bidder who did not provide the document requested in this paragraph 13 and do not indicate the number of Specific Goals they are claiming for in the SBD6.1 Form, **in the table on page 42 (paragraph 4.1)** shall be awarded zero points for Specific Goals (i.e. both the document required to substantiate the Specific Goals Claimed and the SBD6.1 must be submitted with the response to this bid).

13.3. Points for Specific Goals will be allocated as indicated in paragraph 12 of this RFP and in the SBD 6.1 Form. Bidders are required to indicate how they claim points for each preference point on the SBD6.1 Form, **in the table on page 42 (paragraph 4.1)**. In the event that a bidder does not indicate the preference points they are claiming, the bidder will be awarded zero (0) points for Specific Goals.

14. Phase Five: Objective criteria

14.1. In this evaluation stage, ECIC will check if the bidder has a person who meets the following criteria in awarding the bid:

14.1.1. The bidder has a significant shareholder or owner (or equivalent) (directly or indirectly) who is classified or can be classified as a Prominent Influential Person (PIP) in accordance with the Financial Intelligence Centre Act, 38 of 2001 (FICA).

14.1.2. The bidder has a shareholder or member or owner or director (or equivalent) who has questionable integrity status.

14.1.3. The bidder has a director or equivalent who is classified or can be classified as a PIP in accordance with FICA.

10.1 Should it be found during this evaluation stage that the bidder who has attained the highest points under Evaluation Stage Four (Preference Point System) has persons listed in paragraphs 14.1.1 to 14.1.3, ECIC reserves the right to conduct further due diligence on the person(s). Should the outcome of further due diligence not be satisfactory to ECIC, or if such a person(s) poses an unacceptable high risk reputation and/or integrity of the person(s) be questionable, ECIC reserves the right not to award the bid to that bidder. This process may be repeated for the next bidder if so required.

15. Standard bidding documents

15.1. Bidders are required to complete and attach the following Standard Bidding Documents:

Table 5

DETAILS	REFERENCE NUMBER
Invitation to bid	SBD 1
Declaration of Interest	SBD 4
Preference Points Claim Form for Preferential Procurement Regulations 2022 **Should a bidder not complete and sign the SBD6.1, the bidder will be allocated 0.00 points for Specific Goals.**	SBD 6.1

15.2. ECIC will not award a bid to a bidder who has not submitted complete and signed Standard Bidding Documents, and the Standard Bidding Documents forms part of the condition of award.

16. Instructions to respondents

16.1. Correspondence

16.1.1. No telephonic or any other form of communication with any other ECIC member of staff other than the named individual below, relating to this RFP, will be permitted. All enquiries must be in writing only.

16.1.2. All questions relating to the contents of the tender (conditions, rules, terms of reference, etc.) must be forwarded in writing via email to procurement@ecic.co.za by not later than **17 February 2026**. Questions received after this date will not be entertained.

16.1.3. All questions must reference specific paragraph numbers, where applicable.

16.1.4. All enquiries (received on or before the closing date for enquiries) will be consolidated, and ECIC will publish one response document on the ECIC

website (www.ecic.co.za) within three working days after the date indicated in paragraph 16.1.2, on or before **20 February 2026**.

16.1.5. No requests for information shall be made to any other person or place, and in particular not to the existing provider of this service.

16.2. **Submission of the proposals**

16.2.1. Bid documents must be clearly marked for ease of reference and be submitted in PDF format on/or before the closing date and time to the following email address:

procurement@ecic.co.za

16.2.2. The following email submission procedures or protocols must be adhered to ensure safe and secure submission of the tender documents and supporting documents:

16.2.2.1. The tender document, including the supporting or returnable documents, should be submitted via email in PDF format.

16.2.2.2. If the PDF tender document, including the supporting or returnable documents, is less than 20 Megabytes (MB), it should be submitted as one document. If the electronic bid document is more than 20MB, the electronic tender document should be split in order to adhere to the 20MB email capacity.

16.2.2.3. Bidders are also encouraged to submit a USB detailing their tender proposals.

16.2.3. In the event that bidders are experiencing challenges with emailing documents, tenders can be hand-delivered at the ECIC Offices on/or before the closing date and time at:

Byls Bridge Office Park
Building 9, Fourth Floor
11 Byls Bridge Boulevard
Highveld Extension 73
Centurion
0157

16.2.4. **Any proposal received after the closing date and time will not be accepted.**

16.2.5. All proposals and all subsequent information received from respondents will not be returned. The proposals should be addressed to the Head of Procurement of ECIC.

17. Timeline of the bid process

17.1. The period of validity of the tender and the withdrawal of offers, after the closing date and time, is 181 days, expiring on 31 August 2026. If there is a need to extend the bid validity period, ECIC will request, in writing, permission to extend the validity period from all bidders before the expiry of the current validity period.

17.2. After the due date for response from bidders on the request to extend the validity period, ECIC will assume that all bidders have agreed to the request to extend and continue evaluating all bids received at the closing date and time as received on the closing date and time. Any award will be on the quoted bid amount as indicated in the proposal as at the closing date and time of the bid. If a bidder does not agree to extend the validity period on the original terms (as at the closing date of the bid), ECIC will stop evaluating the proposal received from such bidder.

17.3. The project timeframes of this bid are set out below:

Table 6

STAGE	DESCRIPTION OF STAGE	ESTIMATED COMPLETION DATE (OR WORK WEEK ENDING)
1.	Advertisement of bid on the Government e-tender portal /ECIC Website	6 February 2026
2.	Questions relating to the bid from the bidder(s)	17 February 2026
3.	Response to the questions from the bidders	20 February 2026
4.	Bid closing	3 March 2026
5.	Compliance Evaluation	6 March 2026
6.	Functional Evaluation	20 March 2026
7.	Proof of concept / Demonstration	3 April 2026
8.	Preference Points	29 May 2026
9.	Bid Adjudication	31 July 2026

17.4. All dates and times in this bid are in South African Standard Time.

17.5. Any time or date in this bid is subject to change at the discretion of ECIC. The establishment of a time or date in this bid does not create an obligation on the part of ECIC to take any action or create any right in any way for any bidder to demand that any action be taken on the date established. The bidder accepts that, if ECIC extends the deadline for bid submission (the Closing Date) for any reason, the requirements of this bid otherwise apply equally to the extended deadline.

17.6. ECIC will notify all bidders of the outcome of the bid within 10 days from the date of acceptance of bid by the identified bidder.

18. Bid rules

18.1. Awarding a bid

18.1.1. ECIC will not award a bid to a bidder:

18.1.1.1. Who is or the bidder's director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder are restricted to conduct business with the State.

18.1.1.2. Who is in the employ of the State or has a director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder who is in the employ of the State as contemplated in the Public Administration Management Act, 11 of 2014 and is prohibited from conducting business with the State in terms of section of PAMA.

18.1.1.3. Who is in the service of the State or has a director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder and has not declared their business interest as required in the applicable SBD4 form.

18.1.1.4. Has been found to have transgressed Prevention and Combating of Corrupt Activities Act,12 of 2004 (as amended).

18.1.1.5. Has been found to have transgressed or is transgressing the Competition Act, 89 of 1998 (as amended).

18.1.2. ECIC shall not award a bid or contract or order to a bidder whose tax affairs are not compliant, except to foreign bidders with no tax obligations in South Africa.

18.1.3. For a bidder or the bidder's director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder who have declared their business interest as required in the applicable SBD4 form, ECIC will not award a bid to a bidder who has declared their interest and:

18.1.3.1. Is prohibited from conducting business with the State; or

18.1.3.2. Does not have permission to conduct remunerative work outside their employment.

18.1.4. ECIC will verify with the relevant Organ of State to determine if paragraphs 18.1.3.1 and 18.1.3.2 are not applicable.

18.1.5. ECIC will assume that, the person contemplated in paragraph 18.1.3 is prohibited from conducting business with the State or the person does not

have permission to conduct remunerative work outside their employment if it does not receive any response within 21 days from such verification request to an Organ of State.

18.1.6. ECIC will then recommend to award the bid to the bidder who achieved the second highest preference points, and should it be established that the bidder who achieved the second highest preference points has a person contemplated in paragraph 18.1.3, ECIC will conduct verification as contemplated in paragraphs 18.1.4 and 18.1.5. This step can be performed up to the bidder who achieved the third highest preference points.

18.2. **Documents/information required as a condition of award**

18.2.1. Proof of registration: Valid registration on the National Treasury Central Supplier Database (CSD).

18.2.2. Completed and signed Standard Bidding Forms as follows:

Table 7

Invitation to bid (all bidders must ensure that this Form is duly completed and signed)	SBD 1
Declaration of Interest	SBD 4
Preference Points Claim Form	SBD 6.1

18.3. **Sub-contracting**

18.3.1. ECIC fully endorses the South African Government's transformation and empowerment objectives and in awarding the tender or contract, preference may be given to bidders (Generics) who are willing to subcontract not less than 30% of the contract to a company which is Black Owned, Black Women Owned, Black Youth Owned, owned by Black People with Disabilities, an EMEs and QSE. EME's and QSE's are allowed to bid without subcontracting.

18.3.2. If contemplating subcontracting, please note that a bidder will not be awarded points for Specific Goals if it is indicated in its Proposal that such bidder intends subcontracting more than 30% (thirty percent) of the value of the contract to an entity/entity that do not qualify for at least the same points that the bidder qualifies for, unless the intended subcontractor is a company which is Black Owned, Black Women Owned, Black Youth Owned, owned by Black People with Disabilities, an EME and QSE , with the capability to execute the subcontract.

18.3.3. A person awarded a contract may not subcontract more than 25% (twenty five) of the value of the contract to any other enterprise that does not have an equal or higher Specific Goals than the person concerned, unless the

contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

18.4. **ECIC's rights**

18.4.1. ECIC reserves the right to:

18.4.1.1. Amend any bid conditions, bid validity period, bid specifications, or extend the bid closing date, all before the bid closing date. Such amendments will be posted on the ECIC's website under the relevant tender information. All prospective bidders must therefore ensure that they visit the website of ECIC (www.ecic.co.za) regularly before they submit their bid response to ensure that they are kept updated on any amendments in this regard.

18.4.1.2. Cancel or withdraw this bid at any time, as a whole or in part without reasons and without attracting any liability.

18.4.1.3. Award this bid to more than one bidder.

18.4.1.4. Award this bid in total or part.

18.4.1.5. Negotiate with all or some of the shortlisted bidders.

18.4.1.6. Not accept the lowest priced bid or award the bid to a bidder other than the highest scoring bidder.

18.4.1.7. Conduct site visits at the bidder's offices and/or at client sites if so required.

18.4.1.8. Request any relevant information and/ or documents to verify or clarify information supplied in the bid response in relation, but not limited to, the structure of the bidding entity, bidder's capacity, proposed solution, proposed timelines etc.

18.5. **Contract fees**

18.5.1. Where a bidder indicates that its prices are subject to confirmation or are in any way conditional, such pricing will not be considered.

18.6. **Confidentiality**

18.6.1. Any information relating to the submissions, through the process or otherwise, shall be treated in strict confidence. In submitting a response, a Service provider agrees that it shall not be entitled to any information disclosed by another respondent to ECIC, which ECIC has determined to be of a confidential nature. The content and details of the evaluation of submissions will remain confidential to ECIC.

18.7. **Other matters**

18.7.1. If the ECIC does not accept any proposal, it will declare this bid process closed and may then elect to:

18.7.1.1. Proceed on a completely different basis; and/or

18.7.1.2. Not to appoint any respondent (in the event it deems all or any of the proposals not appropriate).

18.7.2. The ECIC reserves the right to engage in any processes required to validate all claims made in the proposal.

18.7.3. The ECIC has the right to enter into negotiation with a prospective Service provider regarding any terms and conditions, including fees, of a proposed contract.

18.8. **Disclaimer**

18.8.1. The ECIC has produced this bid in good faith. However, the ECIC, its agents and its employees and associates, do not warrant its accuracy or completeness. The ECIC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this bid due to any misinterpretation of this bid.

18.8.2. This bid is a request for proposals only and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the ECIC and the bidder.

18.9. **Terms of engagement**

18.9.1. The ECIC's engagement of the service provider will be documented in a contract between the ECIC and the appointed bidder.

ANNEXES

Annexure A: Protection of personal information

1. ECIC recognises that when the Bidder submit its proposal in response to this Request for Quotations, it will provide personal information, which ECIC will process for the sole purpose of evaluating the Bidder's proposal. By submitting its proposal in responding to this Request for Quotations, the Bidder hereby provide its consent to the processing of its Personal Information by ECIC.

2. The following terms shall have the meaning ascribed to them:

   2.1. "**Personal Information**" shall bear the same meaning as ascribed to it under POPI;

   2.2. "**POPI**" means Protection of Personal Information Act, No. 4 of 2013;

   2.3. "**Responsible Party**" shall bear the same meaning as ascribed to it under POPI; and

   2.4. "**bid**" means this Request for Quotations.

3. ECIC as the Responsible Party undertakes to:

   3.1. comply with the provisions of POPI as well as all applicable legislation as amended or substituted from time to time;

   3.2. treat all Personal Information strictly as defined within the parameters of POPI;

   3.3. process Personal Information only in accordance with the consent it was obtained for, for the purpose agreed, as permitted by law;

   3.4. secure the integrity and confidentiality of any Personal Information in its possession or under its control by taking appropriate, reasonable technical and organisational measures to prevent loss, damage, unauthorised destruction, access, use, disclosure or any other unlawful processing of Personal Information;

   3.5. not transfer any Personal Information to any third party in a foreign country unless such transfer complies with the relevant provisions of POPI regarding transborder information flows; and

   3.6. not retain any Personal Information for longer than is necessary for achieving the purpose in terms of bid or in fulfilment of any other lawful requirement.

4. ECIC will ensure that all reasonable measures are taken to:

   4.1. identify reasonably foreseeable internal and external risks to the Personal Information in its possession or under its control;

   4.2. establish and maintain appropriate security safeguards against the identified

risks;

4.3. regularly verify that the security safeguards are effectively implemented;

4.4. ensure that the security safeguards are continually updated in response to new risks or deficiencies in previously implemented safeguards;

4.5. provide immediate notification to the Bidder if a breach in information security or any other applicable security safeguard occurs; provide immediate notification to the Bidder where there are reasonable grounds to believe that the Personal Information has been accessed or acquired by any unauthorised person;

4.6. remedy any breach of a security safeguard in the shortest reasonable time and provide the Bidder with the details of the breach and, if applicable, the reasonable measures implemented to address the security safeguard breach;

4.7. provide immediate notification to the Bidder where the Bidder has, or reasonably suspects that, Personal Information has been processed outside of the purpose agreed to or consented to;

4.8. provide the Bidder, upon request, with all information of any nature whatsoever relating to the processing of the Personal Information for the purpose of the bid and any applicable law; and

4.9. notify the Bidder, if lawful, of receipt of any request for access to Personal Information, in its possession and relating to the Bidder.

5. The Bidder has the right to inspect the Personal Information processing operations, as well as the technical and organisational information security measures employed by the ECIC to ensure compliance with the provisions of this Annexure.

Annexure B: Format for fee proposal

This page has been left blank intentionally. Please refer to the attached document named Annexure B: Format for fee proposal.

Annexure C: Information required from all bidders

This page has been left blank intentionally. Please refer to the attached document named Annexure C: Information required from all bidders.

Annexure D: Applicable Standard Bidding Documents

SBD 1

PART A
INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR THE REQUIREMENTS OF THE EXPORT CREDIT INSURANCE CORPORATION OF SOUTH AFRICA					
BID NUMBER:	ECIC06P-2025/26	CLOSING DATE:	3 MARCH 2026	CLOSING TIME:	11:00
DESCRIPTION	PROVISION OF ASSET MANAGEMENT SERVICES (SOUTH AFRICAN FLEXIBLE INCOME MANDATE) FOR SEVEN YEARS				

BID RESPONSE DOCUMENTS MUST BE SENT TO THE FOLLOWING EMAIL ADDRESS:			
Preferably via email: procurement@ecic.co.za			
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO		TECHNICAL ENQUIRIES MAY BE DIRECTED TO:	
CONTACT PERSON	Lulama Makwela	CONTACT PERSON	Lulama Makwela
E-MAIL ADDRESS	procurement@ecic.co.za	E-MAIL ADDRESS	procurement@ecic.co.za

SUPPLIER INFORMATION						
NAME OF BIDDER						
POSTAL ADDRESS						
STREET ADDRESS						
TELEPHONE NUMBER	CODE		NUMBER			
CELL PHONE NUMBER						
FACSIMILE NUMBER	CODE		NUMBER			
E-MAIL ADDRESS						
VAT REGISTRATION NUMBER						
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		OR	CENTRAL SUPPLIER DATABASE No:	MAAA	
ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES OFFERED?	☐Yes ☐No [IF YES ENCLOSE PROOF]		ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES OFFERED?	☐Yes ☐No [IF YES, ANSWER THE QUESTIONNAIRE BELOW]		

QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS		
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?	☐ YES	☐ NO
DOES THE ENTITY HAVE A BRANCH IN THE RSA?	☐ YES	☐ NO
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?	☐ YES	☐ NO
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?	☐ YES	☐ NO
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?	☐ YES	☐ NO

IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.

PART B
TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:
1.1. BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.
1.2. **ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED– (NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.**
1.3. THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
~~1.4. THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7).~~
2. TAX COMPLIANCE REQUIREMENTS
2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
2.6 WHERE NO TCS PIN IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
2.7 NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE, COMPANIES WITH DIRECTORS WHO ARE PERSONS IN THE SERVICE OF THE STATE, OR CLOSE CORPORATIONS WITH MEMBERS PERSONS IN THE SERVICE OF THE STATE."

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

SIGNATURE OF BIDDER: ……

CAPACITY UNDER WHICH THIS BID IS SIGNED: ……
(Proof of authority must be submitted e.g., company resolution)

DATE: ……

SBD 4

BIDDER'S DISCLOSURE

1. PURPOSE OF THE FORM

1.1. Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

1.2. Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. BIDDER'S DECLARATION

2.1.	Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest[2] in the enterprise, employed by the state?	**YES/NO**

2.1.1. If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

[2] the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

2.2.	Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?	**YES/NO**

2.2.1. If so, furnish particulars:

Full Name (Name of person employed by Export Credit Corporation of South Africa (SOC) Ltd, the procuring institution)	Relationship

2.3.	Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?	**YES/NO**

2.3.1. If so, furnish particulars:

Name of Related Enterprise	Registration (ID) Number

3. DECLARATION

I, the undersigned, in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

3.1. I have read and I understand the contents of this disclosure;

3.2. I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;

3.3. The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium[3] will not be construed as collusive bidding.

3.4. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.

3.5. The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.

3.6. There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

3.7. I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

[3] Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

Name of declarer			
Position/Title of declarer			
Name of bidder			
Signature of declarer		Date of signature	

SBD 6.1

PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022

This preference form must form part of all tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022

1 GENERAL CONDITIONS

1.1 The following preference point systems are applicable to invitations to tender:

1.1.1 the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and

1.1.2 the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

1.2 To be completed by the organ of state
(*delete whichever is not applicable for this tender*).

~~1.2.1 The applicable preference point system for this tender is the 90/10 preference point system.~~

1.2.2 The applicable preference point system for this tender is the 80/20 preference point system.

~~1.2.3 Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.~~

1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

1.3.1 Price; and

1.3.2 Specific Goals.

1.4 To be completed by the organ of state:

The maximum points for this tender are allocated as follows:

	POINTS
PRICE	80.00
SPECIFIC GOALS	20.00
TOTAL POINTS FOR PRICE AND SPECIFIC GOALS	**100.00**

1.5 Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for Specific Goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.

1.6 The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the organ of state.

2 DEFINITIONS

2.1 **"tender"** means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;

2.2 **"price"** means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;

2.3 **"rand value"** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;

2.4 **"tender for income-generating contracts"** means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and

2.5 **"the Act"** means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

3 FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

3.1 POINTS AWARDED FOR PRICE

3.1.1 THE 80/20 OR 90/10 PREFERENCE POINT SYSTEMS

A maximum of 80 or 90 points is allocated for price on the following basis:

80/20 **or** **90/10**

$$Ps = 80\left(1 - \frac{Pt - P\,min}{P\,min}\right) \text{ or } \quad Ps = 90\left(1 - \frac{Pt - P\,min}{P\,min}\right)$$

Where

Ps = Points scored for price of tender under consideration
Pt = Price of tender under consideration
Pmin = Price of lowest acceptable tender

~~3.2 FORMULAE FOR DISPOSAL OR LEASING OF STATE ASSETS AND INCOME GENERATING PROCUREMENT~~

~~3.2.1 POINTS AWARDED FOR PRICE~~

~~A maximum of 80 or 90 points is allocated for price on the following basis:~~

~~**80/20** **or** **90/10**~~

$$Ps = 80\left(1 + \frac{Pt - P\,max}{P\,max}\right) \text{ or } \quad Ps = 90\left(1 + \frac{Pt - P\,max}{P\,max}\right)$$

~~Where~~

~~Ps = Points scored for price of tender under consideration~~
~~Pt = Price of tender under consideration~~
~~Pmax = Price of highest acceptable tender~~

4 POINTS AWARDED FOR SPECIFIC GOALS

4.1 In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for Specific Goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:

Table 1: Specific goals for the tender and points claimed are indicated per the table below.
(Note to organs of state: Where either the 90/10 or 80/20 preference point system is applicable, corresponding points must also be indicated as such.
Note to tenderers: The tenderer must indicate how they claim points for each preference point system.)

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer) (Select or tick or indicate or place a mark in one block only)
B-BBEE Procurement Recognition Level of 135% and at least 50.1% ownership by (or combination thereof): a. Black people, or b. Black female, or c. Black Designated Group, or d. Black Voting Rights.	20	
B-BBEE Procurement Recognition Level of at least 110% and at least 30% ownership by (or combination thereof): a. Black people, or b. Black female, or c. Black Designated Group, or d. Black Voting Rights.	10	
B-BBEE Procurement Recognition Level of at least 110% and up to 30% ownership by (or combination thereof): a. Black people, or b. Black female, or c. Black Designated Group, or d. Black Voting Rights.	5	
Any other B-BBEE Procurement Recognition Level up to 110%.	0	

[BIDDERS ARE REQUIRED TO INDICATE, IN ONE BLOCK, THE NUMBER OF POINTS THEY ARE CLAIMING FOR SPECIFIC GOALS IN THE TABLE IN PAGE 42 (PARAGRAPH 4.1). IN THE EVENT WHERE A BIDDER MAKES A MARK (ONE MARK), ECIC WILL

CONSIDER THE CORRESPONDING POINTS TO BE THE ONE WHICH THE BIDDER IS CLAIMING FOR. WHERE A BIDDER MAKES MULTIPLE MARKS OR DOES NOT MAKE ANY MARK OR INDICATION AT ALL IN THE TABLE, THE BIDDER WILL BE ALLOCATED ZERO (0) POINTS FOR SPECIFIC GOALS, NOTWITHSTANDING EVIDENCE PROVIDED.]

NOTWITHSTANDING THE PREFERENCE POINTS SYSTEM TO BE USED, ECIC WILL UTILISE THE CORRESPONDING SPECIFIC POINTS CLAIMED BY A BIDDER IN ALLOCATION OF THE RELEVANT SPECIFIC GOALS POINTS.

4.2 In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—

4.2.1 an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or

4.2.2 any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

DECLARATION WITH REGARD TO COMPANY/FIRM

NAME OF COMPANY/FIRM	
COMPANY REGISTRATION NUMBER (ID NUMBER)	

TYPE OF COMPANY/ FIRM [TICK APPLICABLE BOX]				
Partnership/Joint Venture / Consortium			Personal Liability Company	
One-person business/sole proprietor			(Pty) Limited	
Close corporation			Non-Profit Company	
Public Company			State Owned Company	

4.3 I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:

4.4 The information furnished is true and correct;

4.4.1 The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;

4.4.2 In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;

4.4.3 If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –

4.4.3.1 disqualify the person from the tendering process;

4.4.3.2 recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;

4.4.3.3 cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;

4.4.3.4 recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and

4.4.3.5 forward the matter for criminal prosecution, if deemed necessary.

SIGNATURE(S) OF TENDERER(S)	
NAME AND SURNAME (AUTHORISED SIGNATORY)	
SIGNATURE	
ADDRESS	
DATE OF SIGNATURE	

Checklist

Hereunder is a checklist to ensure that the bid document is complete in terms of administrative compliance. Please ensure that the following forms have been completed and signed and that all documents, as requested, are attached to the tender document.

ITEM	DOCUMENT REFERENCE		ACTION TO BE TAKEN	YES/ NO
1.	SBD 1	Invitation to Bid	Is the form duly completed and signed?	
2.	SBD 4	Declaration of Interest	Is the form duly completed and signed?	
3.	SBD 6.1	Preference Points Claim Form for Preferential Procurement Regulations 2022	Is the form duly completed, Specific Goals points claimed, and the form signed? Refer to **the table on page 42, paragraph 4.1.**	
4.	B-BBEE status level verification certificate or Sworn Affidavit		Is proof of the B-BBEE Status level of contributor attached? Bidder must attach a copy of B-BBEE Certificate or a copy of a Sworn Affidavit, whichever is applicable.	
5.	Proof of authorisation by the FSCA.		Has the bidder attached a copy of the FSP License or provided their FSP number?	
6.	CSD Report or MAAA Number			
7.	Tender submission (if the bidder is submitting physical information/ documents)		Two (2) printed copies (one original and one copy) submitted? (if submitting physical copies)	
			One (1) electronic copy submitted?	

I, the undersigned (name) ……. certify that the information furnished on this checklist is true and correct.

Position/Title of declarer			
Name of bidder			
Signature of declarer		Date of signature	