

**EXPRESSION OF INTEREST**

**FOR**

**ENGAGEMENT WITH POTENTIAL OPERATOR  
FOR PERSONAL PROTECTIVE EQUIPMENT (PPE) MANUFACTURE  
IN LEPHALALE LIMPOPO**

**EOI No: LP-0022-PPE-01**

Date of issue	07 July 2022
Briefing session	15 July 2022 at 09:00
Closing date	01 August 2022 at 17:00
Enquiries	The Impact Catalyst
Email	RFx.limpopo@impactcatalyst.co.za
Business hours	08:00 – 16:30
Category	Manufacturing

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## **SECTION A – TECHNICAL INFORMATION**

### **1. INTRODUCTION**

The Impact Catalyst is a collaborative partnership founded by Anglo American, the CSIR, Exxaro, and World Vision South Africa, to create mechanisms that drive large-scale, socio-economic development initiatives through public-private partnerships.

The initiatives are designed to leverage collaboration across all sectors and will be selected for impact beyond the scale of individual participants. Joint programmes are established between the Impact Catalyst and the Office of the Premier in the selected provinces through the development of Collaborative Regional Development (CRD) Platforms.

The first regional Socio-Economic Development (SED) platform was launched in the Limpopo Province in partnership with the Office of The Premier (OTP). The focus is on improving the health, wellbeing and living conditions of communities across Limpopo.

During its inception years, the partnership welcomed both Zutari and the Mine Water Coordinating Body. The Impact Catalyst then expanded operations to include Mpumalanga and the Northern Cape provinces. The intention of this collaborative partnership is to expand through the country to achieve its impact goals.

The Impact Catalyst is currently driving an initiative to establish a Personal Protective Equipment (PPE) manufacturing enterprise in the area of Lephalale in Limpopo.

#### **Mission**

To deliver positive socio-economic change aligned to the UN sustainable development goals in the regions where the Impact Catalyst is involved throughout South Africa.

#### **Vision**

Establishing inclusive, collaborative, cross-sectorial platforms, initiatives, and partnerships to achieve systemic socio-economic impact.

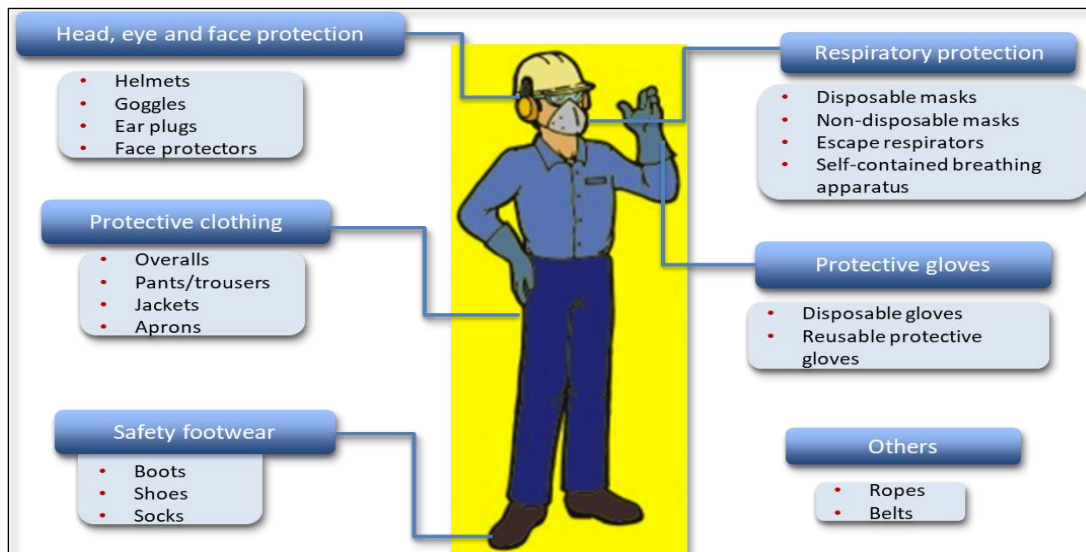
## **2. INVITATION FOR EOI**

Expressions of Interests (EOIs) are hereby invited from potential operators with experience in PPE manufacturing and/or distribution to become the operator of the envisaged PPE manufacturing business to be established in Lephalale, of the Limpopo province. Preference in terms of locality of the potential operators will be given to respondents from Limpopo. Also, it is expected that most of the input should be sourced from Limpopo.

The selected operator will jointly develop a business plan with the service provider (CSIR) to take up the opportunity. It is expected that the selected operator will be able to participate in the development of the business plan and that he/she/they will be able to bear all costs he/she/they incur during the development of the business plan.

### **Personal Protective Equipment (PPE)**

PPE is any form of device or clothing worn by a worker, including both men and women, to minimise risk that cannot be controlled or eliminated by providing protection between the hazard and the worker. Different types of PPEs are illustrated in the figure below.



In this case, and based on a preliminary study done, the envisaged enterprise will initially focus on the manufacturing of the following protective clothing range with estimated annual quantities in brackets:

- Ladies Jacket - J54 (5 000)
- Ladies Pants – J54 (5 000)
- Men Jacket – J54 (13 000)
- Men Trousers- J54: (13 000)
- Ladies Jacket – D59 (2 000)
- Ladies Pants – D59 (2 000)
- Men Jacket – D59 (5 000)
- Men Trousers – D59 (5 000)

The enterprise will later expand to include other product range

### Ownership

Preference will be given to companies operating from the Waterberg District Municipality with Black Ownership and/or Black Women Ownership and/or Black Youth Ownership and/or Persons with Disability Ownership

### 3. COMPULSORY BRIEFING SESSION

A briefing session will be held virtually using Ms Teams platform. This session will be held on 15 July 2022 at 09:00. The link for the meeting is provided below:

**Ms Teams link:**

[https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_MTJIODdkMDUtNDk1NC00ODFKLTkxNDMtNjExNGFjMjAyYjI0%40thread.v2/0?context=%7b%22Tid%22%3a%2204d90462-7342-4743-87cd-69a966dad2b2%22%2c%22Oid%22%3a%221c724d61-9f8f-4218-a0af-eb4a38bb6f34%22%7d](https://teams.microsoft.com/l/meetup-join/19%3ameeting_MTJIODdkMDUtNDk1NC00ODFKLTkxNDMtNjExNGFjMjAyYjI0%40thread.v2/0?context=%7b%22Tid%22%3a%2204d90462-7342-4743-87cd-69a966dad2b2%22%2c%22Oid%22%3a%221c724d61-9f8f-4218-a0af-eb4a38bb6f34%22%7d)

#### **4. EOI SPECIFICATIONS**

All proposals are to be submitted in the format specified in Appendix C. However, applicants are welcome to submit additional documents over and above the specified format to support their applications.

The proposal must be accompanied by a signed EOI Compliance Checklist (Appendix A); A Signed Declaration of Interest Form (Appendix B); Acknowledgement for Participation/Contribution to the Development of the Business Plan (Appendix D); and Declaration of Non-political Office (Appendix E).

#### **5. EVALUATION CRITERIA**

The evaluation of the EOI will be based on the requirements listed in the table below:

- 5.1 All EOI proposals will be evaluated by a review committee. It is a requirement that the proposal template, which is also published with this EOI in Appendix A, be completed and submitted. The evaluations of the EOI will be based on the information provided in the proposal template and any additional documentation provided. Qualification, critical and differentiation evaluation will be done for all applications.
- 5.2 The assessment criteria for the evaluation of all proposals are shown in Table 1.

**Table 1: Assessment criteria for the evaluation of all project proposals**

Criterion	Key Aspects of Criterion	Points	Weight
<b>EXPERIENCE AND CAPABILITIES</b>	Proposals should cover the following: <ul style="list-style-type: none"> <li>• Overall methodology of executing a PPE manufacturing business</li> <li>• Operation and technical capabilities</li> <li>• Financial capabilities</li> <li>• Market capabilities</li> <li>• Product &amp; services strategy capabilities</li> <li>• Growth strategy capabilities</li> <li>• Indicate investment cost drivers</li> <li>• Demonstration of stakeholder understanding &amp; engagement within Lephalale</li> <li>• Number of years' experience in the PPE business</li> <li>• Type of experience in the PPE business</li> <li>• Key resources experience in the PPE business</li> </ul>	<ul style="list-style-type: none"> <li>• Exceptional = 35</li> <li>• Good = 25</li> <li>• Average = 10</li> <li>• No understanding = 0</li> </ul>	<b>35%</b>
<b>ENVIRONMENTAL SOCIAL GOVERNANCE</b>	<ul style="list-style-type: none"> <li>• Proposal's ability to demonstrate how the PPE manufacturing business will comply on Environmental, Social and Governance matters</li> </ul>	<ul style="list-style-type: none"> <li>• Exceptional = 10</li> <li>• Good = 7</li> <li>• Average = 5</li> <li>• No understanding = 0</li> </ul>	<b>10%</b>
<b>LOCATION</b>	<ul style="list-style-type: none"> <li>• Indicate location of facility and sourcing of input material</li> </ul>	<ul style="list-style-type: none"> <li>• Located in Lephalale = 20</li> <li>• Not located in Lephalale but have a strategy to partner with locals in Lephalale - 10</li> <li>• Located outside Lephalale but within the Waterberg District Municipality = 5</li> <li>• Outside Waterberg - disqualified</li> </ul>	<b>20%</b>
<b>PROCUREMENT OF INPUT MATERIAL</b>	<ul style="list-style-type: none"> <li>• More economic value will be realised if some or most of the input material is procured locally (Limpopo)</li> </ul>	<ul style="list-style-type: none"> <li>• Procure <math>\geq</math> 40% of input material in Limpopo = 5</li> <li>• Procure between 40% and 20% of input material in Limpopo = 2.5</li> <li>• Procure <math>&lt;</math> 20% of input material in Limpopo = 1</li> </ul>	<b>5%</b>
<b>SOCIOECONOMIC IMPACT</b>	<ul style="list-style-type: none"> <li>• Number of permanent jobs</li> <li>• Number of short-term jobs</li> <li>• Supporting reduction of youth unemployment</li> <li>• Provision of organisation structure demonstrating the jobs allocation</li> </ul>	<ul style="list-style-type: none"> <li>• Permanent jobs created <math>\geq</math> 15 = 10</li> <li>• Permanent jobs created <math>&gt;</math> 10 but <math>&lt;</math> 15 = 5</li> <li>• Permanent jobs created <math>\leq</math> 9 = 2</li> </ul>	<b>10%</b>
<b>B-BBEE</b>		<ul style="list-style-type: none"> <li>• B-BBEE Level 1 = 10</li> <li>• B-BBEE Level 2 = 9</li> </ul>	<b>10%</b>

	<ul style="list-style-type: none"> <li>• B-BBEE Level 1-8</li> <li>• B-BBEE non-compliance</li> </ul>	<ul style="list-style-type: none"> <li>• B-BBEE Level 3 = 8</li> <li>• B-BBEE Level 4 = 7</li> <li>• B-BBEE non-compliant - Disqualified</li> </ul>	
<b>OWNERSHIP</b>	<ul style="list-style-type: none"> <li>• Indicate level of ownership</li> </ul>	<ul style="list-style-type: none"> <li>• 100% Black women ownership / Black Youth / Black People with Disability owned = 10</li> <li>• 100% Black owned – 8%</li> <li>• 51% or more black women ownership / Black Youth / Black People with disability owned = 6</li> <li>• 51% or more black owned = 5</li> <li>• &lt; 51% Black ownership - Disqualified</li> </ul>	<b>10%</b>

Proposals with a threshold of 70% and above will be ranked according to their final scores. Bidders with the top five scores will be invited to present their respective proposals for final review. The presentation session will be subjected to its own evaluation criteria and a due diligence carried out. Finally, a negotiation will be held with the bidder that presented the best proposition for awarding this operatorship, if no suitable candidate is found, the team will move further to the next group based on ranked scoring and repeat the presentation and negotiation processes.

## 6. ELIMINATION CRITERIA

Proposals will be eliminated under the following conditions:

- Submission after the deadline;
- Incomplete submissions;
- Proposal templates not completed, signed and submitted;
- Failure to submit (or use) all or any of the following documents (signed):
  - EOI Compliance checklist – Appendix A
  - Declaration of Conflict of Interest – Appendix B
  - Proposal not in the EOI Submission Template – Appendix C
  - Acknowledgement for participation / contribution to business plan – Appendix D
  - Declaration of Non-Political Office – Appendix E
- Failure to provide the following documents:
  - Company registration



- Tax compliance certificate
- Financial statements / management accounts
- Business profile with reference letters where applicable
- BBBEE certificate / affidavit
- Proof of localisation – letter from tribal authority / ward councillor / municipal statement / signed lease agreement (NB: Physical address verification will be conducted)

## SECTION B – TERMS AND CONDITIONS

### 7. EMAIL ADDRESS FOR SUBMISSION OF PROPOSALS

All proposals must be submitted to the following email address:

- Rfx.limpopo@impactcatalyst.co.za

### 8. PROGRAMME

The programme, as currently envisaged, incorporates the following key dates:

- Issuing of documents: 07 July 2022
- Briefing session: 15 July 2022 at 09:00
- Closing date for submission: 01 August 2022 at 17:00

### 9. DEADLINE FOR SUBMISSION

- 9.1 All proposals should be emailed to the email address mentioned above, no later than **17:00 on the closing date of 01 August 2022.**
- 9.2 Where a proposal is not received by the Impact Catalyst by the due date and time in the stipulated email address, it will be regarded as a late submission. Late submissions will not be considered.

### 10. AWARDING

Successful applicants will be contacted by as soon as the evaluation process is completed. No regret letters will be sent out.

## 11. EVALUATION PROCESS

All proposals will be evaluated by a review committee. Based on the results of the evaluation process and possibly further interaction with bidders, the Impact Catalyst will approve the awarding of the contract to successful bidder.

## 12. VALIDITY PERIOD OF PROPOSAL

Each **proposal** shall be valid for a minimum period of **three months**, calculated from the closing date.

## 13. APPOINTMENT

- 13.1 Upon finalising the second round (presentation round) of the review process, and further negotiation, the bidder with the best proposition will be awarded the operatorship of the envisaged venture.
- 13.2 Appointment of the operator shall be subject to the parties agreeing to mutually acceptable contractual terms and conditions. In the event of the parties failing to reach such an agreement, the Impact Catalyst reserves the right to appoint the alternative applicant.

## 14. ENQUIRIES AND CONTACT WITH THE IMPACT CATALYST

Any enquiry regarding this EOI shall be submitted, in writing, to the Impact Catalyst via email to [RFx.limpopo@impactcatalyst.co.za](mailto:RFx.limpopo@impactcatalyst.co.za), with "**EOI No.: LP-0022-PPE-01 - ENGAGEMENT WITH POTENTIAL OPERATORS FOR PPE MANUFACTURE IN LEPHALALE, LIMPOPO**" as the subject.

Any other contact with the Impact Catalyst personnel involved in this application is not permitted during the EOI process, other than as required through existing service arrangements or as requested by the Impact Catalyst as part of the EOI process.

## **15. MEDIUM OF COMMUNICATION**

All documentation submitted in response to this EOI must be in English.

## **16. COST OF EOI**

Applicants are expected to fully acquaint themselves with the conditions, requirements and specifications of this EOI before submitting proposals. Each applicant assumes all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the EOI process. The Impact Catalyst is not directly or indirectly responsible for any costs incurred by applicants.

## **17. CORRECTNESS OF RESPONSES**

- 17.1 The applicant must confirm satisfaction regarding the correctness and validity of their proposal and that all prices and rates quoted cover all the work/items specified in the EOI. The prices and rates quoted must cover all obligations under any resulting contract.
- 17.2 The applicant accepts that any mistakes regarding prices and calculations will be at their own risk.

## **18. VERIFICATION OF DOCUMENTS**

- 18.1 Applicants should check the numbers of the pages to satisfy themselves that none are missing or duplicated. The Impact Catalyst will not accept any liability with regard to anything arising from missing or duplicated pages.
- 18.2 **One PDF copy** of each proposal including supporting documentation must be submitted to [RFx.limpopo@impactcatalyst.co.za](mailto:RFx.limpopo@impactcatalyst.co.za)
- 18.3 In the case of several submissions, each proposal **must be submitted separately**.
- 18.4 The Impact Catalyst reserves the right to verify some information or documents included in the document

## **19. TRAVEL EXPENSES**

The Impact Catalyst will not be liable for any travel expenses incurred as a result of the submission of this EOI.

## **20. ADDITIONAL TERMS AND CONDITIONS**

- 20.1 An applicant shall not assume that information and/or documents supplied to the Impact Catalyst, at any time prior to this request, are still available to the Impact Catalyst, and shall consequently not make any reference to such information in its response to this request.
- 20.2 Copies of any affiliations, memberships and/or accreditations that support your submission must be included in the application.
- 20.3 Not disclosing material information, factual inaccuracy, and/or misrepresentation of facts may result in the disqualification of an application, or cancellation of any subsequent contract.
- 20.4 Failure to comply with any of the terms and conditions set out in this document will invalidate the proposal.

## **21. RIGHTS OF THE IMPACT CATALYST**

The Impact Catalyst reserves the right to:

- 21.1 Extend the closing date;
- 21.2 Verify any information contained in a proposal;
- 21.3 Request documentary proof regarding any issue;
- 21.4 Give preference to locally manufactured goods;
- 21.5 Appoint one or more service providers, separately or jointly (whether or not they submitted a joint proposal); and
- 21.6 Cancel or withdraw this EOI.

## **22. DISCLAIMER**

This is an EOI only and not an offer document. Answers to this EOI must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submitting their proposal, applicants shall be deemed to have satisfied themselves with and accepted all the terms and conditions of this EOI. The Impact Catalyst makes no representation, warranty, assurance, guarantee or endorsements to applicants concerning the EOI, whether with regard to its accuracy, completeness or otherwise, and the Impact Catalyst shall have no liability towards the applicant or any other party in connection therewith.

## APPENDIX A: EOI COMPLIANCE CHECKLIST

To be completed by the applicant:

- The following documents will be deemed to form and be read and construed as part of this EOI:
  - EOI Terms of Reference;
  - The response to the EOI;
  - Declaration of Interest; and
  - EOI templates;
  - Company registration
  - Tax compliance certificate
  - Financial statements / management accounts
  - Business profile with references where applicable
  - BBBEE certificate
  - Proof of localisation – letter from tribal authority / ward councillor / municipal statement / signed lease agreement (NB: Physical address verification will be conducted)
- I/we confirm that I/we have satisfied myself/ourselves that my/our EOI proposal is correct and valid, and that the proposal covers all the services specified in the documents.
- I/we declare that I/we have no participation in any collusive practices with any other applicant or third party regarding this or any other EOI.
- I/we confirm that I/we am/are duly authorised to sign this document.

NAME (PRINT) .....

CAPACITY .....

SIGNATURE .....

NAME OF FIRM .....

DATE .....

WITNESSES 1 ..... 2 .....

## APPENDIX B: DECLARATION OF INTEREST FORM

This declaration of interest must be completed and submitted with the EOI. Failure to do so will result in the elimination of the applicant's EOI.

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**Declaration of Interest – The Impact Catalyst EOI Number: LP-0022-PPE-01**

No staff members from our company who are involved in this EOI process are connected to or have any relationship with anyone employed by The Impact Catalyst or CSIR.

**Declaration of Conflict of Financial Interest – The Impact Catalyst EOI Number: LP-0022-PPE-01**

The applicant has declared any support for similar interventions from any other South African government department or international organisation (see section 9 of Appendix C)

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DECLARATION I, \_\_\_\_\_ (THE UNDERSIGNED), DULY AUTHORISED, CERTIFY THAT THE INFORMATION FURNISHED IN THIS EOI IS CORRECT. I ACCEPT THAT THE IMPACT CATALYST MAY TAKE APPROPRIATE ACTIONS, DEEMED NECESSARY, SHOULD THIS DECLARATION PROVE TO BE FALSE.

Signature

.....

Position

.....

Date

.....

Name of applicant

.....



**APPENDIX C: EOI SUBMISSION TEMPLATE**

**THE IMPACT CATALYST**

**Expression of Interest proposal**

*Successful bidders may be invited for a more detailed interview*

**Closing date for applications: 01 August 2022 @ 17:00**

**Please email PDF versions of completed submission forms to:**

**RFx.limpopo@impactcatalyst.co.za**

<b>Enterprise name</b>	
<b>CIPC registration details</b>	
<b>Contact person(s)</b>	
<b>Contact details</b>	<b>Email:</b> <b>Tel:</b>
<b>Directors/members</b>	
<b>Years in business</b>	
<b>Annual revenue (if any)</b>	
<b>Number of current employees</b>	
<b>Years of experience in personal protective equipment (PPE) manufacture business</b>	
<b>Date</b>	

**1. Indicate whether you are a PPE manufacture or distributor? (Mark as applicable)**

<b>PPE Manufacture</b>		<b>PPE Distributor</b>		<b>Both</b>	

**2. Description of your experience and capability in the manufacturing of PPE**

Please specify the following: <ul style="list-style-type: none"> <li>• Overall methodology of executing a PPE manufacturing business</li> <li>• Operation and technical capabilities</li> <li>• Financial capabilities</li> <li>• Market capabilities</li> </ul>	
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<ul style="list-style-type: none"> <li>• Product &amp; services strategy capabilities</li> <li>• Growth strategy capabilities</li> <li>• Indicate investment cost drivers</li> <li>• Demonstration of stakeholder understanding &amp; engagement within Lephale</li> <li>• Number of years' experience in the PPE business</li> <li>• Type of experience in the PPE business</li> <li>• Key resources experience in the PPE business)</li> </ul>	
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**3. Description the location of your operations (Please include proof of location e.g. Proof of residence, letter from tribal council, letter for the ward councillor, etc.**

**4. Specify where input material will be procured (in line with the targeted product range). Please list the specific material, supplier and the province**

Material	Supplier	Province

**5. Description of your current market size and potential market size growth (try to be as specific as possible).**

**6. Description of your market strategy that would address the market share growth for your product(s) and/or services (try to be as specific as possible).**

**7. Please indicate ability to demonstrate how the PPE manufacturing business will comply on Environmental, Social and Governance matters**

**8. Please indicate the social and economic impact of your current business, specify planned revenue over five years.**

**Please indicate the job creation potential of your business:**

Type of job	Number	By when
<i>Existing permanent jobs</i> (permanent jobs currently in the enterprise)		
<i>Direct permanent jobs</i> (permanent jobs to be created in the enterprise)		
<i>Direct temporary jobs</i> (temporary jobs to be created in the enterprise)		
<i>Indirect permanent jobs</i> (permanent jobs to be created in the value chain, i.e. supply distribution, maintenance, packaging, etc.)		
<i>Indirect temporary jobs</i> (temporary jobs to be created in the value chain, i.e. supply distribution, maintenance, packaging, etc.)		
<i>Other jobs to be created</i> (specify)		

**9. Please list all sources of funding received to date, e.g. government, provincial, etc.**

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10. B-BBEE Status (Mark as applicable)	
B-BBEE Level 1	
B-BBEE Level 2	
B-BBEE Level 3	
B-BBEE Level 4	
B-BBEE non-compliant	

11. Ownership (Mark as applicable)			
100% Black Women ownership / Black Youth / Black People with disability owned		100% Black owned	
51% or more Black Women ownership / Black Youth / Black People with disability owned		51% or more Black owned	
Non-compliance			

12. Team composition (both business/technical management, if not identified, proposed). Please attach short resumes (1/2 a page each) of key personnel in your enterprise				
Name	Highest academic qualification	Position in proposed entity	Previous business management/technical positions/experience	Previous experience in proposed PPE business area

**13. List any other support documentation deemed necessary below and attach to your proposal.**

**APPENDIX D: ACKNOWLEDGEMENT FOR PARTICIPATION/CONTRIBUTION  
TO THE DEVELOPMENT OF THE BUSINESS PLAN**

This declaration of acknowledgement for participation/contribution to the development of the business plan must be completed and submitted with the EOI. Failure to do so will result in the elimination of the applicant's EOI.

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I acknowledge that there would be a development of a business plan exercise and that I would pay a contribution of 5-10% in funding the exercise/study, this could be through Self-funding; Cash injection; Loan; and Grant which I would need to raise.

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DECLARATION I, \_\_\_\_\_ (THE UNDERSIGNED), DULY AUTHORISED, CERTIFY THAT THE INFORMATION FURNISHED IN THIS EOI IS CORRECT. I ACCEPT THAT THE IMPACT CATALYST MAY TAKE APPROPRIATE ACTIONS, DEEMED NECESSARY, SHOULD THIS DECLARATION PROVE TO BE FALSE.

Signature

Date

.....

.....

Position

Name of applicant

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.....

### APPENDIX E: DECLARATION OF NON-POLITICAL OFFICE

This declaration of non-political office must be completed and submitted with the EOI. Failure to do so will result in the elimination of the applicant's EOI.

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I declare that I am not holding any political office position with any registered or known political party/grouping.

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DECLARATION I, \_\_\_\_\_ (THE UNDERSIGNED), DULY AUTHORISED, CERTIFY THAT THE INFORMATION FURNISHED IN THIS EOI IS CORRECT. I ACCEPT THAT THE IMPACT CATALYST MAY TAKE APPROPRIATE ACTIONS, DEEMED NECESSARY, SHOULD THIS DECLARATION PROVE TO BE FALSE.

Signature

.....

Date

.....

Position

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Name of applicant

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