Bidders Qualification Criteria

- **Financial Capacity**
  - Gross Asset Value R10 million

- **Tourism Experience**
  - At least two properties of 100 beds each
  - Operator in existence for minimum 5 of years
  - Conferencing experience

- **Green Operations Commitments**
  - Method statement confirming process to obtain the GSSA EBP 40star target on annual basis
  - Confirmation that the lodge will be operated in accordance with green star rating or similar
Bidders Qualification Criteria

• B-BBEE Qualification Criteria
  – Level One Contributor in accordance with the provisions of the November 2015 Amended Tourism B-BBEE Code gazetted in terms of Section 9 (1) of the Broad Based Black Economic Empowerment Act No. 53 of 2003 as amended by Act 46 of 2013
  – 30% partnership with 51% Black Owned EME or QSE
  – 51% Black Owned EME of QSE Experience:
    o Minimum 20 beds in operation
    o In existence for at least two years
Functionality Evaluation > 70%

- **Financing and Capital Plan = 10%**
  - Ability of operator to secure adequate resources to fund the CAPEX and OPEX requirements & payroll costs and expenses until reimbursement by SANParks

- **Business and Operational Plan = 50%**
  - Ensure that Operator has the technical ability and skills to manage the lodge in accordance with SANParks’ requirements

- **Environmental Plan = 10%**
  - Ensure that Operator understand and have fully planned for the prevailing environmental guidelines and specifications

- **Green Operations Plan = 30%**
  - Ensure that Operator understand the green operating requirements of the lodge and that the Operator subscribes to becoming a member of the GBCSA and maintain its membership annually
Final Bid Evaluation Weighting

- All Operators that comply with the minimum threshold of 70% for Functionality will continue to final round of evaluation
- Provisions of the Preferential Procurement Policy Framework Act & Regulations 2017 will apply
- B-BBEE = 20%
  - All bidders that comply with the qualification criteria will score 20 points
- Price = 20%
  - Base Fee - % of Gross Revenue
  - Incentive Fee - % of EBITDA
  - The % base fee offered and the incentive fee offer will be applied to the Year 5 budget of the lodge to determine the winning bidder
Final Question and Answer Session
## Project Timetable

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
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<tbody>
<tr>
<td>Due diligence site visit</td>
<td>29 August 2018</td>
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<tr>
<td>Management Agreement</td>
<td>30 August 2018</td>
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<tr>
<td>Receive Operators Questions</td>
<td>31 August 2018</td>
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<tr>
<td>Response to Operators Questions</td>
<td>7 September 2018</td>
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<tr>
<td>Registration for Bidders Conference</td>
<td>10 September 2018</td>
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<td>Bidders Conference</td>
<td>17 September 2018</td>
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<tr>
<td>Distribute Conference Questions &amp; Answers</td>
<td>25 September 2018</td>
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<tr>
<td>Tender Submission</td>
<td>12 October 2018</td>
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<td>Bid Evaluation</td>
<td>17-18 October 2018</td>
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<tr>
<td>Bid Adjudication</td>
<td>26 October 2018</td>
</tr>
<tr>
<td>Contract Award</td>
<td>31 October 2018</td>
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</tbody>
</table>
Closing

- No verbal communication with ANY SANParks member will be regarded as official
- Only written communication to and from the SANParks Project Officer/Project Administrator will be official
- All questions aimed at the Skukuza Safari Lodge project team must be channelled via the Project Officer/Administrator
- All questions and answers will be equally distributed to all Bidders
- Project Officer – Annemi van Jaarsveld annemi.vanjaarsveld@sanparks.org
- Project Administrator – Ibraheem Dockrat ibraheem.dockrat@sanparks.org

THANK YOU