

	Expression of interest (EOI)	Document Identifier	240-72663051	Rev	4
		Effective Date	17 June 2025		
		Review Date	June 2030		
		EOI Number	E2346CXMWP		

PART A EXPRESSION OF INTEREST (EOI)			
Description of the works/goods/services	Value Chain Development: Local manufacturing funding opportunity for Eskom Corporate Plan-aligned initiatives		
Deadline for submission	23 January 2026	At (South African standard time)	10h00
Tender Office address	https://etendering.eskom.co.za		
EOI are to be submitted electronically via the Eskom E-tendering site by the stipulated closing date and time. <i>Please note that it is the responsibility of the supplier to ensure that the EOI submission is submitted before the closing date and time</i>	<p>The Expression of interest (EOI) must be submitted to:</p> <p>https://etendering.eskom.co.za</p> <p>For clarification contact: MotaunLo@eskom.co.za before 20 January 2026</p>		
Electronic submission of EOI	<ul style="list-style-type: none"> The respondents must upload responses via the Eskom tender bulletin site on the Eskom E-tendering page. All documents need to be submitted in a PDF and Excel format (The upload size per document is 500 megabytes, and the total submission is restricted to 4 gigabytes). No zip/condensed files can be uploaded No hard copy will be accepted The latest version of the EOI submitted will be accepted, and all previous submission/s will be null and void. Please ensure that the submission status is indicated as complete. The Supplier Help Manual guide and video can be found on the Eskom E-Tendering page 		
E-tendering Help Manual for the supplier	<p>Attached</p> <div>  <p>E-tendering Help Manual for supplier -</p> </div>		

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1. INTRODUCTION

Eskom Holdings SOC Ltd ("Eskom") invites local South African manufacturers to respond to this Expression of interest (EOI) for grant support aimed at promoting localisation and industrialisation within South Africa's energy sector. The objective is to grow local manufacturing capacity and capabilities for commodities and components critical to Eskom's operations.

2. SCOPE

This Expression of interest (EOI) is an independent manufacturers' interest establishment exercise intended to support Eskom's industrialisation strategy by partnering with designated local manufacturers to localised commodities and components utilised in the Eskom value chain.


The scope of this EOI includes, but is not limited to:

- **Expansion of local manufacturing capacity** to meet Eskom's operational requirements.
- **Production of prioritised commodities and components** for Eskom's value chain, including spares and critical parts.
- **Participation by black-owned small, medium, and micro enterprises (SMMEs)** to drive transformation and inclusivity.
- **Initiatives for skills development and job creation** to strengthen local expertise and employment opportunities.
- **Training and capacity-building programs for emerging suppliers** to enable their effective participation in Eskom's supply chain and ensure long-term sustainability.

This EOI seeks responses from local manufacturers demonstrating their production capacity, technical expertise, and ability to supply Eskom-related commodities and components (including spares). Submissions should also outline a sustainable growth strategy and highlight potential industrialisation benefits such as job creation, skills development, and increased local content.

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3. ELIGIBILITY REQUIREMENTS


Respondents must satisfy the following requirements:

- Legal Status:** Be a registered legal entity with the Companies and Intellectual Property Commission (CIPC).
- Local Presence:** Operate a manufacturing facility within South Africa.
- Regulatory Compliance:** Comply with all South African laws, including holding a valid tax clearance certificate and B-BBEE certification.
- Manufacturing Capability:** Demonstrate proven production capacity and technical expertise.
- Relevant Products:** Manufacture commodities, components, and spares aligned with Eskom's value chain.
- Operational Track Record:** Have been in operation for a minimum of two years.
- Business Plan:** Provide a credible plan showcasing growth, sustainability, and alignment with Eskom's localisation objectives.
- Economic Impact:** Illustrate potential local economic benefits such as job creation, skills development, and increased local content.
- Transformation Commitment:** Encourage participation by B-BBEE status at Level 1 or Level 2 black-owned SMMEs to promote transformation and inclusivity.

4. CONCLUSION


Eskom reserves the right to select viable submissions that align with its **Supplier Development, Localisation, and Industrialisation (SDL&I)** objectives. Funding is limited and will be allocated annually. Support may include financial and non-financial assistance such as skills transfer, plant expansion, facility upgrades, and training. Interested parties are invited to submit their **information** as outlined in this EOI. We look forward to partnering with you to drive South Africa's industrialisation agenda.

Yours faithfully

Name	Zekhaya Nzima	Designation	Procurement Manager (Acting)
Telephone number	011 516 7042		
Signature		Date	10/12/2025

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PART B
RESPONSE SHEET IN TERMS OF A REQUEST FOR AN EXPRESSION OF INTEREST /REQUEST FOR INFORMATION
To be completed by the supplier


To	Eskom Holdings SOC Ltd	Date	11/12/2025
Attention	Lebohang Motaung		
Tel no	016 457 5015	Fax no and /or e-mail address	MotaunLo@eskom.co.za
From		Address	
Address			
Sender			
Description of the works/goods/services			

1. Eligibility

Question	Yes	No
Is your company a legal entity registered with CIPC?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have a local presence in South Africa, including a manufacturing facility?	<input type="checkbox"/>	<input type="checkbox"/>
Are you compliant with South African laws (e.g., tax clearance, B-BBEE certification)?	<input type="checkbox"/>	<input type="checkbox"/>
Do you manufacture commodities, components, and spares relevant to the energy sector (Eskom value chain)?	<input type="checkbox"/>	<input type="checkbox"/>
Has your business been operational for at least two years?	<input type="checkbox"/>	<input type="checkbox"/>

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2. Business Plan & Strategy

Please submit your detailed business plan which should include the following:

Checklist Item	Tick (☑)
Company Profile (registration details, physical address, contact information)	<input type="checkbox"/>
Ownership and management structure	<input type="checkbox"/>
B-BBEE compliance status (level)	<input type="checkbox"/>
Operational Plan (overview of current operations and future expansion plans)	<input type="checkbox"/>
Manufacturing Capacity (current production capability, scalability)	<input type="checkbox"/>
Technical Capability (expertise, equipment, certifications such as ISO, SABS)	<input type="checkbox"/>
Commodity Focus (list of commodities/components manufactured)	<input type="checkbox"/>
Proposed Localisation/Industrialisation Initiative and Growth Strategy	<input type="checkbox"/>
Employment Targets (job creation/retention goals: number and type of jobs)	<input type="checkbox"/>
Training and Skills Development Initiatives (plans for upskilling workforce)	<input type="checkbox"/>
Support Required (financial and non-financial assistance needed)	<input type="checkbox"/>
Critical Success Factors (key milestones and risk mitigation strategies)	<input type="checkbox"/>

3. Declaration:

I, the undersigned, hereby declare that the information provided in response to this EOI, is true, complete, and accurate to the best of my knowledge.

Yours faithfully

Name		Designation	
Telephone number		Fax and/or e-mail address	
Signature	Date

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