



CALL FOR EXPRESSION OF INTEREST

REF NUMBER: ECDC/ELN/EOI/422/022026

EXPRESSION OF INTEREST (EOI) FROM PROSPECTIVE INVESTORS AND DEVELOPERS FOR PRIVATE SECTOR PARTICIPATION IN THE DEVELOPMENT AND ACTIVATION OF ECDC STRATEGIC INVESTMENT PROPERTIES – PHASE 1

Consisting of:

The Expression of Interest) - This Document

Issued by:

Eastern Cape Development Corporation
ECDC House, Ocean Terrace Park, Moore Street, Quigney, East London.
Tel: 043 704 5600

INVESTOR NAME:

CSD NUMBER:

STRATEGIC PROPERTY OF INTEREST REFERENCE NO......

NO......

NO......

CLOSING DATE:	08 MAY 2026
CLOSING TIME:	12H00

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INDEX		
Nr	DETAILS	PAGE
SECTION A		
A1	Executive summary and Scope	3-10
A2	Abbreviations and Acronyms	11
A3	Definitions	11-15
SECTION B – GENERAL INFORMATION		
1.1	Invitation to Prospective – Phase 1	16
1.2	Eligibility to submit proposal / Minimum Requirements	16
1.3	Estimated Timeline	16
1.4	Non-compulsory Briefing Session	17
1.5.	Submission of Proposal Documents	17-19
1.6	Evaluation Process	20-22
SECTION C – CAPABLE INVESTOR ASSESSMENT CRITERIA AND METHODOLOGY (PHASE 1)		
1	Summary of outcomes	23-29
2	Annexure A – Supplier Information	30-31
3	Annexure B – Bidders Closure	32-33
1.4	Annexure C – Statement of Consent to Data Processing	34

SECTION A

SECTION A1: EXECUTIVE SUMMARY & SCOPE

ABOUT ECDC

1. VISION

To be an innovative leader in promoting sustainable economic growth and development of the Eastern Cape.

2. MISSION

To promote sustainable economic development in the Eastern Cape through focused:

- a) Provision of innovative development finance
- b) Leveraging of resources, strategic alliances, investment and partnerships.

3. LEGISLATIVE MANDATE

ECDC draws its mandate directly from the Eastern Cape Development Corporation Act (Act 2 of 1997) and is led by the economic development priorities of the provincial government, as detailed in the Provincial Growth and Development Plan (PGDP), Eastern Cape Provincial Industrial Development Strategy (PIDS), the policy statements and budget speech of the Member of the Executive Council (MEC) of Economic Development, Environment Affairs and Tourism (DEDEAT).

Section 3 of the ECDC Act states that the Corporation shall “plan, finance, co-ordinate, market, promote and implement development of the province and its people in the field of industry, commerce, agriculture, transport and finance”.

4. INTRODUCTION TO THE ECDC PROPERTY PORTFOLIO

The Eastern Cape Development Corporation (ECDC) through its Properties and Facilities Management Unit is mandated to manage and develop the ECDC property assets for the purpose of maximising both social and commercial opportunities for the Corporation.

The portfolio includes residential, commercial, leisure, industrial, and retail properties, as well as vacant plots across the province, with key locations in Mthatha, Butterworth, Komani, and the Buffalo City Metropolitan Municipality.

Currently, the unit manages 1,736 property units, some of which are leased for rental income. This portfolio supports the ECDC’s business objectives, particularly in attracting investors by offering affordable commercial and industrial properties. Revenue generated from these units contributes to the sustainability of the ECDC. The unit undertakes its mandate through the following functions within three sub-units.



Dedicated to uplifting economic development and create jobs in the province, and to finding solutions to the developmental challenges facing the ECDC, the ECDC utilises ECDC-owned land assets and properties to leverage private sector investment to drive investment, economic growth and job creation.

The ECDC aims to achieve its objectives by focusing on the following imperatives:

- Realising value (social, financial and economic)
- Supporting economic development and aligning the ECDC's property portfolio with government priorities;
- Increasing the effectiveness of economically viable use of properties; and
- Management of risk and return with respect to the property portfolio and property transactions

ECDC Property Modernisation and transformation Programme

The ECDC has embarked on a modernisation and transformation strategy to rationalise, optimise its real estate portfolio. This includes a strategic programme for long term leasing, development of its unutilised land assets and upgrade of existing buildings. The Properties Modernisation and transformation part of the ECDC's secondary mandate to commercialise and expand its vast property base and to raise revenue.

The ECDC seeks to award leases to suitable tenants using various models such as the Build, Operate and Transfer (BOT) model to lease, upgrade and commercialise its buildings and land,.

Some of the benefits of the programme to ECDC include generating additional revenue, securing unused land, eliminate the high cost of servicing unused Land & Buildings and add value to communities where our properties are located by providing goods and services.

Purpose of the modernisation and transformation programme

The ECDC intends to enter into long term lease agreements with developers in packaging and unlocking potential of the property portfolio e.g. unused land parcels and buildings to stimulate economic activity through provision of infrastructure, housing, retail etc. Our primary goal is to ensure that our property portfolio, which underpins our business, remains productive and value-generating. This will serve as a strategic platform for creating new income streams through investment opportunities and facilitating expansion.

This dynamic approach focuses on increasing revenue streams, optimizing existing assets, expanding the property portfolio, and enhancing operational efficiency.

The strategy prioritizes the maximization of income from the current portfolio, alongside the pursuit of new development opportunities and effective financial management.

Our strategic and operation objectives include:

- Income generation from leasing of the developed top structure
- streamlining costs to improve profitability through reduction of the high cost of maintenance as well as rates and taxes
- Diversifying revenue sources through rental income, service charges, and value-added property management services
- This initiative will also ensure that there is urban regeneration, socio-economic impact in surrounding communities

ECDC plans to implement its modernisation through strategically investing in high-value properties, leverage government incentives, and explore public-private partnerships (PPPs) to support property development projects.

5. THE DEVELOPMENT OPPORTUNITY

The Eastern Cape Development Corporation (ECDC) owns and operates the one of the largest property portfolios in the Eastern Cape, comprising residential, commercial, industrial, and tourism assets. The portfolio is categorised into core and non-core assets.

Core assets are actively utilised to support ECDC's day-to-day operations and income-generating activities that drive economic growth and development in the province. However, a significant portion of the portfolio consists of non-core and underperforming assets, including properties that are invaded, obsolete, dilapidated, or abandoned.

These unutilised assets pose material risks, as they often attract vagrancy, criminal activity, and informal occupation. In addition, the rising costs associated with maintenance, security, municipal rates, and compliance place a substantial strain on ECDC's operational budget, often outweighing the revenue generated from these properties.

As part of its modernisation and transformation programme, ECDC seeks to unlock value from these assets by partnering with experienced developers, investors, real estate service providers, and firms to develop, manage, and activate its unutilised properties and land.

This specification outlines the scope of the envisaged long-term development lease, management arrangements, and/or outright disposal of selected ECDC properties under a structured real estate transaction framework.

5.1. The Eastern Cape Development Corporation (ECDC) hereby invites Expressions of Interest (EOIs) from suitably qualified and experienced developers, investors, real estate service providers, or consortia for the long-term lease, development, and activation of identified strategic properties and land holdings.

This initiative forms part of ECDC's property transformation strategy, aimed at unlocking economic value, stimulating commercial activity and industrial growth, and responding to regional demand for student accommodation, retail facilities, commercial office space, and industrial developments. (Detailed Invitation on Section B)

6. PROPOSED TRANSACTION STRUCTURE

ECDC intends to enter into a formal long-term Triple Net (NNN) Development Lease and/or alternative transaction structures with the successful bidder(s) to achieve the following objectives:

- Generate long-term annuity income from selected strategic properties through sustainable rental streams for both ECDC and investors.
- Leverage private-sector financing, development, and asset management expertise for the refurbishment and development of ECDC properties.
- Unlock underutilised public land through equity redevelopment partnerships or long-term lease arrangements.
- Attract catalytic investment aligned with municipal Spatial Development Frameworks (SDFs).
- Advantages will be given to bidders who promote inclusion and capacitation of MSMEs in property development through partnerships with established investors. This will be assessed on Phase 2
- Maximise socio-economic impact, including job creation, and SMME support.
- Deliver sustainable and resilient commercial and/or industrial facilities and amenities

7. POTENTIAL DEVELOPMENT AND TRANSACTION MODELS

The ECDC is open to considering a range of development and transaction structures, including but not limited to:

✓ **Triple Net (NNN) Development Leases, including**

- Brownfield Development Leases for refurbishment and redevelopment of existing buildings
- Greenfield Developments for its vacant unutilised land parcels

✓ **Special Purpose Vehicle (SPV / NewCo) Structures**

- SPV-led development and property management
- Bidder-proposed equity and revenue-sharing models

✓ **Outright Purchase**

- In addition, ECDC may consider a **portion of Greenfields sites** for outright sale options with portions being retained for long-term grown and annuity income, where such proposals demonstrably enhance regional economic development or where asset value can be leveraged for equity participation.

These structures are intended to provide appropriate risk mitigation, security, and sustainable returns for all parties.

✓ **Exclusions**

- Despite this broad range of transaction types envisaged above, the following will not be considered
 - Those that meet the definition of a PPP arrangement, ECDC decision on whether this complies with the terms of PPP is final.
 - Low return to land value proposals, for example, small business opportunities on high-value economic land such as Creche's, social housing etc as the land will not yield the desired net return to ECDC over the long-term and is not considered to have sufficiently high-impact to promote economic development in the area. ECDC determination in this regard is final.

8. DEVELOPMENT VISION AND STRATEGIC PROPERTIES AND LAND USE DIRECTION

The Eastern Cape Development Corporation (ECDC) seeks innovative, market-responsive development proposals that unlock the economic potential of its property portfolio and support inclusive regional growth. Proposals should respond to demand for various development typologies:

- Retail and commercial nodes
- Mixed Used Development
- Industrial Properties (Factories and warehouses)
- Student accommodation

The table below provides indicative development opportunities aligned with ECDC's development vision. Bidders may propose alternative or blended uses, subject to feasibility, market demand, and statutory approvals.

8.1. DEVELOPMENT USE EXCLUSIONS

The ECDC strategic direction excludes the following:

- Social Housing
- Housing UNLESS part of the mixed-used development
- Sale of existing commercial / industrial buildings

8.2. INDICATIVE PROPERTY DEVELOPMENT TYPOLOGIES

Indicative Development Typology	Strategic Development Intent
Commercial offices, mixed-use, retail	Revitalise CBD asset, increase commercial activity and rental income
Mixed-use, tourism, retail, hospitality	Catalyse tourism-led development and local economic growth
Light Industrial (factories, warehouses)	Support industrialisation, logistics and SME manufacturing
Student accommodation, mixed-use	Address student housing demand and activate urban precinct

8.3. PROPERTY SCHEDULE ALIGNED TO DEVELOPMENT VISION

A. LAND DEVELOPMENT OPPORTUNITIES

Reference	Location/Address	Current Zoning	Description / Opportunity	Category	Indicative Development Typology
Hillcrest Development Erven 13354 to 13807	Hillcrest, Mthatha	Residential	Unutilised land parcels available for long-term lease and development	Land	Mixed-use development (retail, commercial, residential)
Erf 1477, Mdantsane R	Jiba Street, Mdantsane, Unit 14	Transport Zone IV	Vacant land available for long-term lease and development	Land	Mixed-use development
Dimbaza Industrial Land (various parcels)	Dimbaza		Unutilised and vandalised industrial park land parcels available for redevelopment	Industrial Land	Mixed-use development including affordable housing, community retail, factories, warehouses, storage units, and potential Enterprise Development Hub
Viedgesville Erf 1595	Viedgesville, Xwili District, Mthatha	Not Zoned / Commercial use	Unutilised land parcels available for long-term lease and development	Land	Mixed-use development including community retail, factories, warehouses, storage units, and potential Enterprise Development Hub

B. COMMERCIAL AND INDUSTRIAL PROPERTIES

Reference	Location/Address	Current Zoning	Description / Opportunity	Category	Indicative Development Typology
Avalon Court Erf 403/408	Butterworth – Taylor Street	Residential/ Commercial	Existing commercial building	Commercial Building	Commercial / retail redevelopment
Dimbaza Industrial Park (various per list)	Dimbaza	Industrial Zone 1	Factories within existing industrial park available for long-term lease and redevelopment	Industrial Building	Industrial factories for priority sectors
Vulindlela Industrial Park (various per list)	Vulindlela, Mthatha	Light Industrial	Factories within industrial park available for long-term lease and redevelopment	Industrial Building	Industrial factories and warehousing
Transido – Elliot Street Erf 70	50 Elliot Street, Central, Mthatha	General Business 2	Existing commercial property	Commercial Building	Commercial / mixed-use redevelopment

C. RESIDENTIAL / STUDENT ACCOMMODATION

Reference	Location/Address	Current Zoning	Description / Opportunity	Occupancy status	Category	Indicative Development Typology
Indalo Flats	Sissons Street, Fort Gale, Mthatha	General Residential 2	High-density residential / student accommodation	Illegally occupied	Residential Building	High-density residential / student accommodation
Kambi & Mountain View Flats	Erf 2224, Airey Street, Fort Gale, Mthatha	General Residential 2	High-density residential / student accommodation	Illegally occupied	Residential Building	High-density residential / student accommodation
Hollyburn Flats	Erf 586, Protea Street, Ext 5 Butterworth	General Residential 2	High-density residential / student accommodation	Illegally occupied	Residential Building	High-density residential / student accommodation

D. TOURISM / HOSPITALITY

Reference	Location/Address	Current Zoning	Description / Opportunity	Category	Indicative Development Typology
Coffee Bay Hotel	Coffee Bay	Not Zoned / Hotel use	Vandalised hotel facility available for long-term lease and redevelopment	Tourism / Hospitality	Hotel and tourism development

NOTE TO BIDDERS

- **The following properties in the above list are currently invaded**
 - ✓ Transido – Elliot Street Erf 70
 - ✓ Indalo Flats
 - ✓ Kambi & Mountain View Flats
- **The listed development typologies are indicative and non-prescriptive.**
- **Bidders are encouraged to propose innovative, blended or alternative development concepts aligned with:**
 - **Market demand**
 - **Municipal Spatial Development Frameworks (SDFs)**
 - **ECDC's developmental mandate**
- **All proposals remain subject to statutory approvals, land-use rights, and environmental compliance.**
- **ECDC reserves the right to not proceed with any property listed.**
- **Building Impediments should be noted and proposals should address these aspects for cost – ECDC cannot give vacant access in these instances:**
 - **Invaded / Hi-jacked buildings – Refer to highlighted buildings in GREEN above.**
 - **Occupied buildings – short term commercial leases may be in place. No residential flat buildings have valid current lease agreements.**
 - **Litigation – Hollyburn – certain tenants are claiming that they have options to purchase, this is currently being defended, and no sectional title portion has ever been sold to any individual.**

9. SITE DETAILS AND SUPPORTING INFORMATION

Site details and information pack will be made available to interested Respondents upon request. Interested Bidders are to request the site details of the properties they are interested in submitting an EOI

Respondents may submit EOIs for specific properties:

- The successful bidder(s) will be responsible for and shall bear all costs related to the development of the property including bulk services and evictions where applicable.
- The successful bidder will be responsible for the cancellation or relocation of all servitudes which may be registered over the property.
- Bidders are required to demonstrate their ability and capacity to deliver and manage the proposed development by submitting a detailed profile of the professional team and their successfully completed development. They must further demonstrate their ability to secure funds required to carry out the project
- Bidder must secure their own operating licencing.
- The property is made available in accordance with the site information made available in the information pack.
- The successful bidder will be responsible to obtain all statutory approvals (Rezoning, Environmental, Site Development Plan, Building Plan, etc) which are required for the development of the property.
- Extract of the valuation report which will include information describing property may be available on request

SECTION A2: ABBREVIATIONS AND ACRONYMS	
B-BBEE	Broad-based Black Economic Empowerment
B-BBEEA	Broad-based Black Economic Empowerment Act 53 of 2003
B-BBEE Codes	Broad-based Black Economic Empowerment Codes of Good Practice-2007
CIDB	Construction Industry Development Board
DTI	Department of Trade and Industry
ECDC	Eastern Cape Development Corporation
EME	Exempt Micro Enterprise
IRBA	Independent Regulatory Board of Auditors
PCCA	Prevention and Combating of Corrupt Activities Act 12 of 2004
PFMA	Public Finance Management Act (Act 1 of 1999)
PPPFA	Preferential Procurement Policy Framework Act (Act 5 of 2000)
QSE	Qualifying Small Enterprise
SABS	South African Bureau of Standards
SANAS	South African National Accreditation System
SARS	South African Revenue Service
SASAE	South African Standard on Assurance Engagements
SCM	Supply Chain Management
SMME	Small, Medium and Micro Enterprises
ToR	Terms of Reference
CSD	National Treasury Central Supplier Database for South African Government
OEM	Original Equipment Manufacturer
PPP	Public Private Partnership
EOI	Expression of Interest
SECTION A3: DEFINITIONS	
Acceptable tender	Means any tender which, in all respects, complies with the specifications and conditions of tender as set out in the tender document.
Accreditation Body	Means the South African National Accreditation System or any other entity appointed by the Minister from time to time whose function it is to: Accrediting verification agencies Developing, maintaining and enforcing of Verification Standards
Affordable	Means (in terms of a PPP-Agreement) that the financial commitments to be incurred can be met by funds: Designated within ECDC's existing budget for the function to which the agreement relates; and Destined for ECDC in accordance with the relevant Treasury's future budgetary projections.
All applicable taxes	Includes value-added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies.
B-BBEE status level of contributor	means the B-BBEE status received by a measured entity based on its overall performance using the relevant scorecard contained in the Codes of Good Practice on Black Economic Empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
Call for Proposal	Means a written proposal submitted in response to ECDC's invitation to become a prospective investor in selected strategic ECDC properties on a triple net lease basis.

Proposal Specification	A specification that lays down the characteristics of goods to be procured or their related processes and production methods, or the characteristics of services to be procured or their related operating methods, including the applicable administrative provisions, and a detailed requirement relating to conformity assessment procedures that an entity prescribes and shall include TOR for specialised services.
Black People	means 'African', 'Indian' and 'Coloured' people who are citizens of the Republic of South Africa by birth; or are citizens of the Republic of South Africa by naturalisation before the commencement date of the Constitution of South Africa Act (1993); or became citizens of the Republic of South Africa after the commencement of the of the Constitution of South Africa Act (1993), but who for the Apartheid policy that has been in place to that date, would have been entitled to acquire citizenship by naturalisation prior to that date.
Broad based black empowerment	Means broad-based black empowerment means the empowerment of all black people including women, workers, youth, people with disabilities and people living in rural areas through diverse but integrated social-economic strategies that include, but are not limited to: Increase the number of black people that manage, own and control enterprises and productive assets. Facilitating ownership and management of enterprises and productive assets by communities, workers, cooperatives and other collective enterprises Human resources and skills development Achieving equitable representation in all occupational categories and levels in the workforce Preferential procurement; and Investment in enterprises that are owned or managed by black people.
Broad based black empowerment Act	means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003)
Capable Investor	A capable investor is one that meets a minimum level of experience, capability and capacity, however, based on strategic fit of concept, may not move to phase 2 as a preferred investor.
Close family member	Shall mean: - member of the same household, parent (including adoptive parent), parent-in-law, son (including adoptive son), son-in-law, daughter (including adoptive daughter), daughter-in-law, stepparent, stepson, stepdaughter, brother, sister, grandparent, grandchild, uncle, aunt, nephew, niece, the spouse or unmarried partner with relation to any of the person's above.
Code of Ethics	refer to the ECDC Code of Ethics for Management and Staff as may be amended from time to time.
Comparative price	Means the price after the factors of a non-firm price and all the unconditional discounts that can be utilised have been taken into consideration.
Consortium or joint venture	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.
Contract	Means the agreement that results from the acceptance of a proposal by ECDC.
Designated sector	Means a sector, sub-sector or industry that has been designated by the DTI in line with national development and industrial policies for local production, where on local produced goods or locally manufactured goods meet the stipulated minimum threshold for local production and content.
Duly sign	means a document that has been signed by the Chief Financial Officer or other legally responsible person nominated in writing by the Chief Executive, or senior member / person with management responsibility (close corporation, partnership or individual).
Exempt Micro Enterprise (EME)	means an enterprise with a specified total annual revenue as per Department of Trade and Industry Codes of Good Practice on Broad Based Black Economic Empowerment

Family member	Means a husband or wife, any partner in a customary union according to indigenous law or any partner in a relationship where the parties live together in a manner resembling a marital partnership or a customary union; and any person related to either one or both persons referred above within the second degree through a marriage, a customary union or a relationship or the third degree of consanguinity.
Firm price	Means the price that is only subject to adjustments in accordance with the actual increase or decrease resulting from the change, imposition, or abolition of customs or excise duty and any other duty, levy, or tax, which, in terms of the law or regulation, is binding on the contractor and demonstrably has an influence on the price of any supplies, or the rendering costs of any service, for the execution of the contract.
Fronting	Means a deliberate circumvention or attempted circumvention of the B-BBEE Act and the Codes. Fronting commonly involves reliance on data or claims of compliance based on misrepresentation of facts, whether made by the party claiming compliance or by any other person.
Functionality	Means the measurement according to predetermined norms, as set out in the tender documents, of a service or commodity that is designed to be practical or useful, working or operating, taking into account, among other factors, the quality, reliability, viability and durability of a service and the technical capacity and ability of the tenderer.
Imported content	Means that portion of the tender price represented by the cost of components, parts or materials which have been or are still to be imported (whether by the investor or its subcontractors) and which costs are inclusive of the costs abroad (this includes labour or intellectual property costs), plus freight and other direct importation costs, such as landing costs, dock dues, import duty, sales duty or other similar tax or duty at the South African port of entry.
In the service of the state	means: an employee of any municipality who has a performance contract with the municipality and is employed on a permanent, temporary or short-term basis. an employee or public servant of any national or provincial government as defined in terms of Public Services Act. a member who – is a councillor of any municipal council as defined in the Local Government Municipal Structures Act (Act No 117 of 1998). is a politician serving in any provincial legislature; or is a politician serving in the National Assembly or the National Council of Provinces; a member of the board of directors of any municipal entity; an employee and a member of a government owned entity as defined in the Public Finance Management Act (Act No 1 of 1999); and / or such other meaning ascribed to it by National Legislation from time to time.
Investor	An investor in the context of this expression of interest invitation will be an entity / individual who will potentially enter into a triple net lease arrangement with the ECDC.
Leasehold improvement	Leasehold improvement are enhancements to the property (capital refurbishments, improvements and repairs) made and financed by the investor (strategic investment partner). All leasehold improvements made over the lease term by the strategic investment partner revert to the ownership of the ECDC. Recovery of the leasehold improvement by the investor will be incorporated in the rentals charged to tenants over the lease term.
Lease period	This generally implies a long-term lease in excess of 10 years and up to a maximum of 60 years, lease term will be based on economic merit. Leases longer than 60 years will be considered on economic merit and to the extent that the required leasehold improvements carried out by the investor could not be reasonably recovered over a period of 60 years.
Local content	Means a portion of the tender price, which is not included in the imported content, provided that local manufacture does take place.

Non-firm prices	Means all prices other than “firm” prices
Person	Includes a juristic person.
Preferred Investor	A preferred investor is one that meets a minimum level of experience, capability, capacity and in addition thereto, the concept presented, is assessed to be a strategic fit for the ECDC and will be invited to move to stage 2 of the expression of interest process (ECDC reserves the right to limit the number of preferred investors moving onto stage 2 to a maximum of 3 per property, at its sole and absolute discretion).
Price Quotation	An estimate describing the product, stating its price, time of shipment, and specifies the terms of the sale and terms of the payment.
Property	Includes all movable and immovable property and intellectual property belonging to ECDC.
Public Private partnership	Means a commercial transaction between ECDC and a private party in terms of which: the private party either performs a function o.b.o. ECDC for a specified or indefinite period or acquires the use of state property for its own commercial purposes for a specified or indefinite period. the private party receives a benefit for performing the function or by utilising state property, either by way of: compensation from a revenue fund charges or fees collected by the private party from users or customers of a service provider to them; or a combination of such compensation and such charges or fees (See National Treasury Practice Note Number 02 of 2004) The term is defined in regulation 16 of GNR 225 of 15 March 2005
Qualifying small entity	means an enterprise with a specified total annual revenue as per Department of Trade and Industry Codes of Good Practice on Broad Based Black Economic Empowerment
Rand value	means the total estimated value of a contract in South African currency, calculated at the time of proposal invitations, and includes all applicable taxes and excise duties.
Related enterprise	Means an entity controlled by a measured entity whether directly or indirectly controlled by the natural persons who have direct or indirect control over that measured entity or the immediate family of those natural persons.
Service Level Agreement	Shall have the same meaning assigned as “Contract”
Shareholder	Means a person who owns shares in the company and is actively involved in the management of the enterprise or business and exercises control over the enterprise.
State	Means: any national or provincial department, national or provincial public entity or constitutional institution within the meaning of the PFMA any municipality or municipal entity national Assembly or the national Council of Provinces; or parliament
Stipulated minimum threshold	Means that portion of local production and content as determined by the DTI
Strategic investment partner	A strategic investment partner, in the context of this expression of interest process, will take the form of a lessee under a long-term lease arrangement (triple net lease) with ECDC (awarded at Stage 4). The key condition of this arrangement for the lessee, inter alia, will be the financing and development of agreed-to leasehold improvements,

Sub-Contract	Means the primary contractor's assigning, leasing, making out work to, or employing, another person to support such primary contractor in the execution of part of a project in terms of the contract.
Tenant	Means the occupant(s) contracted by the investor through a leasing mechanism to rent out a portion / whole of the property for an agreed period of time at an agreed rental rate.
Threshold	Shall mean the financial limits on the value of goods or services to be procured as set and prescribed in this policy which shall determine the manner in which these goods and services will be procured
Total revenue	Means the total income of an entity from its operations as determined under South African Generally Accepted Accounting Practice.
Triple net lease arrangement	Means the lease of property where the investor takes full responsibility of the economic management of the property including setting market related rentals, marketing, securing and managing tenants, attending to maintenance, leasehold improvements as agreed, legal compliance, insurance, municipal rates and taxes, security and cleaning, etc.
Trust	Means the arrangement through which the property of one person is made over or bequeathed to a trustee to administer such property for the benefit of another person.
Trustee	Means any person, including the founder of a trust, to whom property is bequeathed in order for such property to be administered for the benefit of another person.
Value for Money	Means that the item (public-private partnership agreement) results in a net benefit to ECDC defined in terms of cost, price, quality, quantity, or risk transfer, or a combination thereof.

SECTION B – GENERAL INFORMATION

SECTION B – GENERAL INFORMATION

1. INVITATION TO PROSPECTIVE INVESTORS

1.1 Invitation to Prospective Investors – Phase 1

The Eastern Cape Development Corporation (ECDC) hereby invites Expressions of Interest (EOIs) from suitably qualified and experienced developers, investors, real estate service providers, or consortia for the long-term lease, development, and activation of identified strategic properties and land holdings. Shortlisted Service Providers on the EOI will be invited to move onto Phase 2 (Call for Proposal Interviews and Presentations)

1.2 Eligibility to submit a proposal/Minimum Requirements

- a) Prospective investors must ensure that all the required returnable documents and annexures are submitted together with the proposal document, are fully completed and signed as required in the Mandatory and Administrative compliance section

1.3 Estimated timeline

Activity	Date	Time
Placing of Advert	24 March 2026	N/A
Compulsory Briefing	<p>A non- compulsory briefing session will be held as follows: Date: 15 April 2026 Time: 10:00 Venue: MS Teams (link provided below) Link: https://teams.microsoft.com/meet/34803769809266?p=i4QjvxO1Y4VUYjOc40 Meeting ID: 348 037 698 092 66 Passcode: Rv65JE9Y</p> <p>For any enquiries relating to this Bid, please email the procurement department at tenders@ecdc.co.za, for the attention of S Vanda.</p> <p>Bidders are encouraged to submit and queries/questions BEFORE the briefing session.</p> <p>Bidders should send an email to ECDC Procurement at tenders@ecdc.co.za to register their interest in submitting this bid for ease of communication.</p> <p>Answers/Clarity on Bid will be posted on the website at www.ecdc.co.za</p>	
Last date of questions	20 APRIL 2026	16h30
Final date of submission of proposals	8 MAY 2026	12h00
Validity Period	Twelve (12) Months after the bid submission date 9 MAY 2027	

1.4 Non-Compulsory Briefing Session (ON-LINE ONLY)

A non- compulsory briefing session will be held as follows:

Date: 15 April 2026

Time: 10:00

Venue: MS Teams (link provided below)

Link: <https://teams.microsoft.com/meet/34803769809266?p=i4QjvxO1Y4VUYjOc4O>

Meeting ID: 348 037 698 092 66

Passcode: Rv65JE9Y

Note:

- This is a non-compulsory briefing session and Bidders that did not attend the Briefing Session will not be disqualified.
- For any enquiries relating to this Bid, please email the procurement department at tenders@ecdc.co.za for the attention of S Vanda.
- **Bidders should send an email to ECDC Procurement at tenders@ecdc.co.za to register their intention in submitting this RFP for ease of communication during the tender period. ECDC will use this to communicate any addendums, answers on queries prior the RFP close date**
- Answers/Clarity on Bid will be posted on the website at www.ecdc.co.za

1.5 Submission of Proposal Documents

The entire duly signed and completed proposal document together with any attachments or annexures must be submitted as follows:

- Proposals to be placed in sealed envelopes in the bid box on or before the final date and time of submission of proposals as indicated above labelled clearly as follows:

Proposal Reference Number:

EOI Reference Number	Location	Address	Description	Category	Proposed use
LAND					
ECDC/ELN/EOI/422-A/022026	Hillcrest Development, Mthatha	Mthatha	Expression of Interest for long term lease and development of unutilised land parcels with potential mix of direct sale of portions vs retention of mixed-use commercial / retail for long-term sustainability	Land	Mixed Use development
ECDC/ELN/EOI/422-B/022026	Development Opportunity - Erf 1477, Mdantsane	Jiba Street, Mdantsane R, Mdantsane	Expression of Interest for long term lease and development of unutilised land parcels with potential mix of direct sale of portions vs retention of mixed-use commercial / retail for long-term sustainability	Land	Mixed Use development
ECDC/ELN/EOI/422-C/022026	Dimbaza Industrial Land	Dimbaza	Expression of Interest for long term lease and development of unutilised and vandalised	Industrial	Mixed Use development (Affordable housing, retail as an anchor tenant serving the local

			industrial park and unutilised land parcels		community, and Industrial factories, warehouses and storage units) Look into Enterprise Development Hub as value added services for youth development in the area.
COMMERCIAL					
ECDC/ELN/EOI/422-D/022026	Avalon Court	Butterworth	Request for Proposal for long term lease and development of Retail in the industrial park for priority sectors	Residential/Commercial	Restoration / Refurb Upgrade with high grade tenant's and managed over time
ECDC/ELN/EOI/422-E/022026	Dimbaza Industrial	Dimbaza	Request for Proposal for long term lease and development of Factories in the industrial park for priority sectors	Industrial Building	Restoration / Refurb Upgrade with high grade tenant's sectionalised and managed over time
ECDC/ELN/EOI/422-F/022026	Vulindlela Industrial Park	Vulindlela Industrial Park, Mthatha	Request for Proposal for long term lease and development of Factories in the industrial park for priority sectors	Industrial Building	Restoration with high grade tenant's sectionalised and managed over time
ECDC/ELN/EOI/422-G/022026	Transido Elliot Street	Cnr Elliot and Stanford Terrace/Coake St, Mthatha	Request for Proposal for long term lease and development of prime commercial/retail space	Commercial / Retail Building	Restoration with high grade tenant's sectionalised and managed over time. Mixed use with retail and offices.
RESIDENTIAL					
ECDC/ELN/EOI/422-H/022026	Indalo Flats	Mthatha	Request for Proposal for hybrid outright sale into (NEWCO) of a significant portion with small share capital retention convertible preference share option for conversion of residential flats to student housing	Building	High-Density Residential / Student Accommodation Student Housing
ECDC/ELN/EOI/422-I/022026	Kambi / Mountain View Flats	Mthatha	Request for Proposal for hybrid outright sale into (NEWCO) of a significant portion with small share capital retention convertible preference share option for conversion of residential flats to student housing	Building	High-Density Residential / Student Accommodation Student Housing
ECDC/ELN/EOI/422-J/022026	Hollyburn Flats	Butterworth	Request for Proposal for hybrid outright sale into (NEWCO) of a significant portion	Building	High-Density Residential / Student Accommodation Student Housing

			with small share capital retention convertible preference share option for conversion of residential flats to student housing		
TOURISM /COMMERCIAL					
ECDC/ELN/EOI/422-K/022026	Coffee Bay Hotel	Coffee Bay	Request for Proposal for long term lease and development of vandalised hotel facility		Hotel development (Tourism sector)

Property Name: Refer above

Attention: S VANDA

Delivered at: ECDC HEAD OFFICE AT ECDC HOUSE,
OCEAN TERRACE PARK, MOORE STREET,
QUIGNEY, EAST LONDON.

IMPORTANT

All proposal documents are to be **completed in black permanent ink.**

- a) **No alterations of the Proposal Document will be allowed.**
- b) **No correction fluid will be allowed. Corrections should be initialled.**
- c) **One original duly signed (by authorised representative) and completed expression of interest document MUST be submitted inclusive of the terms and conditions of this proposal document.**

A PDF soft copy of the duly signed and completed original proposal (e.g., PDF format in Flash drive/disc) should be submitted with the Original duly signed and completed hardcopy proposal document however non-submission of a soft copy will not result in the Proposal being disqualified

- d) **No faxed, email, proposal/ will be accepted. No late submissions will be eligible for consideration by ECDC.**
- e) **The bid box is open on weekdays between 08h00am and 16h30pm.**

1.6 EVALUATION PROCESS

The ECDC will adopt the expression of interest approach to engage with the market to identify and secure investors for selected properties within its investment property portfolio. The ECDC will use a phased approach to assess the submissions:

PHASE 1 – EXPRESSION OF INTEREST (EOI) – THIS PHASE

ADMINISTRATIVE, CONCEPT, FUNCTIONALITY & DEVELOPMENTAL ASSESSMENT (THIS BID PROPOSAL DOCUMENT)

During this **current phase**, the ECDC wishes to solicit proof of concept bids for the refurbishment / development of certain of its strategic properties to be further subjected to technical and financial feasibility during later Phase 2.

Phase 1 will address the following:

1. Pre-qualification / administrative compliance
2. Vision and Strategic Alignment
3. Development and Delivery Capability
4. Financial and Investment Capacity

Based on the outcome of the assessment thereof, qualifying and short-listed bidders will then be invited to Phase 2

Phase 2 – CALL FOR PROPOSAL INTERVIEWS AND PRESENTATIONS –

Bidders from Phase 1 will be screened and filtered to move onto Phase 2. This phase involves the bidder presenting their concepts at the ECDC offices/virtually to a panel, elucidating the concept including market demand, financing mechanism, development approach and envisaged financial returns. This will allow for the panel to interrogate and better understand the proposed concept and whether it is fit for purpose in terms of the ECDC's mandate and corporate strategy. Bidders with fit for purpose concepts will be invited to develop and submit detailed business proposals in Phase 3.

ECDC reserves the right to select the top three(3) Bidders who scored the highest on Phase 2 to be invited to submit RFP for Phase 3 evaluation.

PHASE 3 – REQUEST FOR PROPOSALS (RFP)

TECHNICAL AND FINANCIAL ASSESSMENT (ON INVITATION ONLY BASED ON OUTCOME OF COMPLIANCE AND SCORING DURING PHASE 2)

- Shortlisted Respondents will be invited to submit detailed development proposals, including financial offers, delivery models, and risk mitigation plans.
- Timelines with milestones
- Business and Financial plan Technical Evaluation
- Financial Viability
- Qualifications and Capacity

Only short-listed bidders who have achieved the minimum qualifying score for phase 3 will be invited to participate in the next stage of evaluation.

At this stage clear development specifications, financial business plans, loan financing arrangements and lease payment proposals must be submitted which extend throughout the entire lease term.

A comprehensive list of expectations will be submitted at the time the invitation is extended to qualifying bidders.

Each proposal will be evaluated during this phase and scored on a risk adjusted basis using generally accepted capital budgeting techniques of Equivalent Annual Annuity Approach (EAA) which can fairly adjust and compare differing term proposals.

Where there is no acceptable Bid in this stage from the preferred bidders, ECDC reserve the right to invite from the shortlisted bidders on phase 2 to submit their proposal at Phase 3

PHASE 4 – FINAL PRICE DETERMINATION (PREFERENTIAL PROCUREMENT POINTS)

Should financial viability be demonstrated to the satisfaction of ECDC during the Phase 3 assessment, qualifying bids will move onto the final stage of assessment where price and specific goals will be calculated in accordance with the reverse income formula as derived in National Treasury Regulation FRRTP 01 /2021/02 on either a 80/20 or 90/10 principle, whichever is applicable.

At this stage, the highest “price” will be determined as the winning bidder, subject to ECDC delegation framework processes.

1.6.1. THE EXPECTED OUTCOME OF EACH PHASE IS DETAILED BELOW

Phase 1 – CALL FOR PROPOSAL INVITATION –

Interested investors will be screened based on limited requirements (detailed in Section C) to filter and establish plausible/ potential commercial partners. Information required is set out in detail within this document – refer Section C – Evaluation Criteria).

The intention is that the documents submitted must speak to 4 main themes:

1. **Mandatory Administrative Compliance**
2. **Vision and Strategic Alignment** – High level concept document (5 to 10 pages) with sufficient detail as to which property has been identified as a property of interest to the investor, what the plans are as to development, the market demand for the concept including proposed tenants, how to finance the development, how long the proposed development will take to finalise, whether a phased approach will be adopted and if a completely vacant building is required. – further details provided under the section of the proposal specification requirements
3. **Property Development and Property Management**
Experience Presentation of supporting information detailing the relevant previous developments and with similar value as well as long-term lease management on properties throughout its life cycle.
4. **Financial Strength:**
 - a) Financial Health and Sustainability: - AFS must be signed by an independent accounting officer and/or auditor to confirm the accuracy of the figures presented therein being a true and fair reflection thereof. The AFS presented must align with and show clear linkages to support the concept proposed.
 - b) Funding Methodology and Track Record– Proposed methodology to fund development aligned to the concept proposed

Phase 2 – CALL FOR PROPOSAL INTERVIEWS AND PRESENTATIONS –

Investors from Phase 1 will be screened and filtered to move onto Phase 2. This phase involves the investor presenting their concepts at the ECDC offices to a panel, elucidating the concept including market demand, financing mechanism, development approach and envisaged financial returns. This will allow for the panel to interrogate and better understand the proposed concept and whether it is fit for purpose in terms of the ECDC's mandate and corporate strategy. Investors with fit for purpose concepts will be invited to develop and submit detailed business proposals in Phase 3.

ECDC will establish a panel of experts to evaluate proposals to select capable investors. Thereafter proposals from capable investors will be further evaluated for best fit for the ECDC mandate and strategy. ECDC reserves the right to limit the Bidders to a maximum of three (3) Capable Investors per property, with the most suitable proposals, who will then be defined as preferred bidders to move onto Phase 3.

The final selection of the maximum of 3 preferred bidders will be selected based on the submitted proposal to ECDC's organisational fit, return on investment and maximum score on ability to obtain funding.

Where the top three preferred bidders have failed the RFP stage, ECDC reserves the right to continue the evaluation on the next top scorers on Phase 2.

Phase 3 – CALL FOR PROPOSAL BUSINESS PROPOSALS

Selected investors will be invited to develop and submit a full business plan and financial proposal to be analysed in line with ECDC strategic sourcing procedures and business strategy.

Phase 4 – FINAL ADJUDICATION

Based on the outcome of the full business proposal analysis, the ECDC will select the final preferred investor for award per strategic property. Legal and contractual compliance will then be concluded including the long-term triple net lease to allow the respective development to commence.

Full detailed information packs, with detailed particulars of each property, resides on our webpage and is accessible via the following link for bidders information: <https://www.ecdc.co.za/workingwithus>

SECTION C – CAPABLE INVESTOR ASSESSMENT CRITERIA & METHODOLOGY (PHASE 1)

1. SUMMARY OF PROPOSAL OUTCOMES

Phase 1 – Investor capability screening (THIS phase)

Involves an evaluation of MANDATORY ADMINISTRATIVE COMPLIANCE, CONCEPT, CAPACITY, EXPERIENCE AND FINANCIAL ABILITY TO FULFILL CONCEPT as set out in detail in the table per item 3 below.

2. EVALUATION METHODOLOGY

ECDC will establish a panel to evaluate proposals to select capable investors. Thereafter proposals from capable investors will be further evaluated for best fit for the ECDC mandate and strategy.

All the below referenced documents and tables are to be attached along with the Mandatory & administrative requirements and will form part of your final proposal document to be submitted.

3. PHASE 1 - EVALUATION CRITERIA (EOI)

3.1. STAGE 1: MANDATORY AND ADMINISTRATION COMPLIANCE STAGE

Service Providers are to meet all the Mandatory Requirements in order to be evaluated further. Failure to submit the Mandatory Requirements in the form requested, as required **MAY result in the bid being disqualified**

1. Mandatory Administrative Requirements

a) **Bidder to be a Legal entity** – Bidder to submit company registration documents from the Companies and Intellectual Property Commission or Master of the High Court etc, relevant authority

b) **Letter of Authority** – Authorising Bidder's representative to complete and sign the on their behalf.

1. To establish if this bid has been completed and signed by a duly authorised person a **Letter of Authority/Board Resolution/Delegation of Authority Matrix must be provided with the Bid document.**

1.1 Where there is more than one (1) director / shareholder / trustee / members etc. in the Company/Trust/Close Corporation etc. (institution), the directors /shareholder /trustees /member etc., should delegate a person by means of submitting a duly signed Delegation of Authority granting the authorized personnel to sign the Bid Document on the Bidder's behalf, **OR**

1.2 Where there is only one Director and the person completing the document is not the Director. The Director should delegate a person by means of submitting a duly signed Delegation of Authority granting the authorized personnel to sign the Bid Document on the Bidder's behalf.

2. **The Letter of Authority MUST be signed by all directors of the Bidder/ Directors that meet the quorum for the Letter of Authority to be valid (a signed Board Resolution authorising the signatory will be accepted – Board Resolution to be signed by the duly authorised individual being the Chairperson of the Board/Company Secretary.**
The Letter of Authority MUST be attached to and submitted with the Bid document

c) **Annexure A – Supplier Information** – Completed and Signed by the duly authorised representative

- d) **Annexure B - Bidders Disclosure** – Completed and Signed by the duly authorised representative
1. Bidders and their directors, shareholder, member etc should declare **ALL THE ENTITIES** (companies) they have interest in, whether those companies are bidding for this contract
 2. Bidders can check their CSD and CIPC for the companies the Bidders and their directors, shareholder, member etc have interest in.
- 2.1** Shortlisted Bidders with their members of JV/Consortium/Partner/Subcontractors/Consultants that are invited on the next stages will also be required to complete and sign Bidders Disclosure on the latter phases

- e) **Annexure C – Data Processing** – Completed and Signed by the duly authorised representative

Failure on the bidder in completing the Data Processing Form may lead for the Bidders submission not to be further evaluated. ECDC will grant the Bidder a limited time to complete and sign the form if not signed.

Failure in submitting, completing and signing all the above documents by the duly authorised individual **MAY** result in your EOI not being evaluated further.

ECDC may grant the Bidder 5 working days in submitting the above information above for remedy and subsequent failure in submitting the documentation will lead the Bidder to being disqualified from being further evaluated

3.2. STAGE 2: EOI FUNCTIONALITY EVALUATION

The EOI evaluation will assess the strategic fit, capability and financial credibility of respondents. The EOI stage is **non-price based** and focuses on identifying bidders with the appropriate capacity and vision to proceed to subsequent stages.

- 3.2.1. Only bidders achieving a minimum qualifying threshold of 70% overall and meeting the minimum thresholds per criterion (where applicable) will be shortlisted.

Criteria	Weighting
1. Vision and Strategic Alignment - Development Concept, Land Use Alignment, Property Selection Rationale, Market Fit which is aligned to ECDC's Mandate , Spatial Development Frameworks and proposed property Regional Priorities	20%
2. Development and Delivery Capability – Bidders demonstration of capability by providing experience with similar capital value and projects completed in the past 8 years. Similar capital value refers to 70% and above of the proposed capex value of the infrastructure development.	40%
3. Financial and Investment Capacity – this includes capital raising capacity and track record, financial health and sustainability of the organisation	40%
TOTAL	100%

3.2.2. FUNCTIONALITY SCORING MATRIX

3.2.2.1. EOI FUNCTIONALITY EVALUATION SCORING SCHEDULE

This sets out the functionality evaluation criteria, weighting, scoring methodology, and supporting documentation applicable to the Expression of Interest (EOI) stage.

Only bidders achieving a minimum overall score of 70 points and meeting the minimum qualifying thresholds per evaluation section will be considered for shortlisting to the next phase of the procurement process.

3.2.3. SCORING METHODOLOGY

Each criterion will be scored objectively based on the information and supporting documentation submitted by the bidder. Scores will be allocated in accordance with the ranges indicated below.

Failure to submit the mandatory supporting documents for a specific criterion may result in a score of zero (0) for that criterion.

Submission of false, misleading, or unverifiable information will result in automatic disqualification.

TABLE 1: EOI FUNCTIONALITY EVALUATION SCORING SCHEDULE

A. VISION AND STRATEGIC ALIGNMENT (20 POINTS)

Minimum Threshold: 10 Points

- **A1. Development Concept, Land Use Alignment, Property Selection Rationale, Market Fit which is aligned to ECDC's Mandate, Spatial Development Frameworks and proposed property Regional Priorities (20 Points)**

Evaluation Measure	Points
Clear and well-substantiated rationale supported by Preliminary market demand indicators SUBMITTED with clear demand and clear benefits to ECDC and high-level programme which take into account proposed building impediments.	20
Rationale provided with high-level market support	15
Generic or high-level rationale	10
No clear rationale provided	0

Mandatory Supporting Documents:

- Concept Document fully aligned with ECDC Mandate , Spatial Development Framework and proposed property Regional Priorities. Where concept submitted in not aligned with ECDC's Mandate, Spatial Development and Proposed Regional Priorities, the EOI will not be evaluated further.
- Market rationale narrative
- High level programme
- Description of proposed land use and tenant mix

B. DEVELOPMENT AND DELIVERY CAPABILITY (40 POINTS)

B1. Relevant Property Development Experience (20 Points)

Minimum Threshold: 10 Points

Experience must be demonstrated for projects completed within the past 8 years of similar capital value and of a similar nature and scale. Similar capital value refers to 70% and above of the proposed CAPEX value of the infrastructure development.

Evaluation Measure	Points
At least one (3) completed project with similar capital value	20
At least two (2) completed project with similar capital value	15
At least one (1) completed project with similar capital value	10
No comparable project experience or comparable project with a value than is below similar CAPEX value	0

Mandatory Supporting Documents:

- Company profile and
- Signed development or lease agreements with values or
- Signed Reference letters confirming project value and completion

ECDC reserves the right to conduct due diligence in confirming the above. Submission of false, misleading, or unverifiable information will result in automatic disqualification.

B2. Lease Administration and Property Management Experience (20 Points)

B2.1 Anchor Tenant Leasing Experience (10 Points)

Minimum Threshold: 2 Points

Comparable Anchor Leases	Points
Four (4) or more	10
Three (3)	8
Two (2)	6
One (1)	2
None	0

B2.2 Portfolio Lease Administration Experience (10 Points)

Minimum Threshold: 4 Points

Portfolio Size (Comparable Leases)	Points
Twenty-five (25) or more leases	10
Twenty (20) to twenty-four (24) leases	8
Ten (10) to nineteen (19) leases	6
Five (5) to nine (9) leases	4
Fewer than five (5) leases	0

Mandatory Supporting Documents:

- Rent roll
- Debtors' ledger
- Sample lease agreements

C. FINANCIAL AND INVESTMENT CAPACITY (40 POINTS)

C1. Capital Raising Track Record (30 Points)

Minimum Threshold: 10 Points

Evaluation Measure	Points
Raised capital >100% of proposed investment value	30
Raised capital >80% and ≤100% of proposed investment value	20
Raised capital ≥70 and ≤ 80% of proposed investment value	10
Capital raising experience less than 70% of proposed investment value	0

Mandatory Supporting Documents:

- Proof of funding raised
- Loan agreements or bond facilities
- In-principle funding letters

C2. Financial Health and Sustainability (10 Points)

Minimum Threshold: 5 Points

Assessment based on audited Annual Financial Statements and key financial ratios.

Financial Assessment	Points
Financial ratios above industry benchmarks	10
Financial ratios meeting industry benchmarks	8
Marginal financial performance (Marginal financial performance is at least 80% of the industry benchmark)	5
Financial position considered unsustainable	0

Key Ratios Assessed (inter alia):

- Liquidity ratios
- Debt-to-equity ratio
- Cash flow adequacy
- Return on equity (ROE)

Mandatory Supporting Documents:

- Independently audited Annual Financial Statements *which are not more than 18 months of financial year end.*
- Management accounts (where applicable)

NOTE:

ECDC reserves the right to verify the information submitted. Should the information submitted be false, the proposal will be automatically disqualified

IMPORTANT NOTES

1. During the later phases the ECDC intends to give preference to collaborations of investors who take on development partners using fair and transparent principles and that are engaged in long-term agreements which could sufficiently mentor and uplift the skills of the development partner such that they could be considered as a lead investor in future proposals.
2. Further details of the requirements of each stage will be shared with the successful investors after each phase is complete.
3. The ECDC, for operational reasons, is not obligated to accept proposals in respect of any of the properties as listed above.
4. Should any proposal be considered a public private partnership arrangement, the proposal will be automatically disqualified and will not be further considered.

5. The costs of the proposals throughout all stages will be for the sole cost of the prospective investor. ECDC will bear no liability in respect thereof.
6. All proposal documents will become the property of the ECDC once deposited in the bid box and will be considered non-returnable.
7. It is a requirement that entities that conduct business with government entities should be compliant in the following manner:
 - ✓ Be registered on CSD prior award
 - ✓ Be Tax Compliant prior award

8. CONDITIONS OF THE EOI PROCESS

- **This EOI does not constitute a binding legal offer or agreement.**
- **ECDC reserves the right to modify, withdraw, or cancel the EOI process at any time.**
- **ECDC may shortlist or reject any submissions at its sole discretion.**
- **Shortlisted parties will be required to enter into confidentiality and exclusivity arrangements as part of the RFP stage.**

ANNEXURE A: SUPPLIER INFORMATION

Note: Mandatory Requirement. Failure to complete and Sign this document will result in the bid being non-responsive.

Legal Name of Bidder: (Same as CSD)			
Trading Name of Bidder: (Same as CSD)			
Registration Number (Same as CSD)			
Physical Address			
Postal Address			
Contact Person			
Title/Position in the Firm			
Mobile Number			
Bidder Telephone Number			
Facsimile Number			
Email Address of Contact Person			
Email Address of Bidder			
VAT Registration Number (Same as CSD)			
Central Supplier Database Number	MAAA		
Are the Accredited Representative in South Africa for the Goods /Services/Works Offered?	<input type="checkbox"/> Yes <input type="checkbox"/> No (If Yes enclose Proof)	Are you a foreign based supplier for the Goods/Services/Works Offered?	<input type="checkbox"/> Yes <input type="checkbox"/> No (If yes, answer the questionnaire Below)
QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS			
Is the Entity a resident of the Republic of South Africa (RSA)	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Does the Entity have a branch in the RSA?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Does the Entity have a permanent establishment in the RSA?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Does the Entity have any source of income in the RSA	<input type="checkbox"/> Yes	<input type="checkbox"/> 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 (SARS) and if not register			

VERY IMPORTANT

Directors/Employees in the Service of State

Bids from persons in the service of the state, or companies with directors who are persons in the service of the state, will not be considered doing business due to the following:

1. Regulation 13(c) of the Public Service Regulations, 2016 provides that an employee shall not conduct business with any organ of state or be a director of a public or private company conducting business with an organ of state unless such employee is in an official capacity a director of a company listed in schedule 2 and 3 of the Public Finance Management Act.
2. The regulation further, prohibit an employee from registering on the National Treasury Central Supplier Database (CSD) as an individual, owner of a company or director of a public or private company unless such employee is in an official capacity a director of a company listed in schedule 2 and 3 of the Public Finance Management Act.

SERVICE PROVIDER ACKNOWLEDGEMENT OF REQUEST AND TERMS AND CONDITIONS:

I..... (NAME) HEREBY ACCEPT THE TERMS OF THIS BID AND
ACKNOWLEDGE

THAT I AM APPROPRIATELY DELEGATED TO RESPOND ON BEHALF OF (ATTACH DELEGATION OF
AUTHORITY)

.....

(NAME OF BIDDER).

Print Name

Date

Designation

Signature

Annexure B - (SBD 4): BIDDER'S DISCLOSURE

Note: Mandatory Requirement. Failure to complete and sign this document will result in the bid being non-responsive.

1. Purpose of the Form:

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.

Where a person/s is 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 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

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? Yes No

- If so, furnish particulars:

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

- If so, furnish particulars:

3. DECLARATION

I, the undersigned, (name)..... 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 consortium¹ 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

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 5 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 05 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....
Signature	Date
.....
Position	Name of bidder

¹ 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.

ANNEXURE C: STATEMENT OF CONSENT TO DATA PROCESSING

In terms of the provisions of the Protection of Personal Information Act, 2013 (Act No. 4 of 2013)

1. I, _____ (full names of the **client/applicant**),

Identity number _____ (“the applicant”)

do hereby grant my consent to the Eastern Cape Development Corporation (“the ECDC”) and its appointed processor to process my personal data for the purpose of any or all of the undermentioned actions, being the legitimate reasons for processing and/or using my personal data.

2. I accept that my personal information will only be utilized for the purposes it was collected, that the information will only be retained for as long as is necessary and required by law, and that I have the right to view such information at any time, as well as requested correction or deletion of my personal information held by the ECDC.
3. I am aware that I may withdraw my consent at any time by using the relevant Data Subject Consent Withdrawal Form.
4. I herewith consent to the ECDC official / staff member / employee or agent collecting and having access to my personal information.
5. I expressly consent to the ECDC official / staff member / employee or agent to collect and process this information for the purpose of **considering my application for funding / leasing / employment alternatively for considering our bid document**.
6. I expressly consent to the ECDC or its official / staff member / employee or agent having access to my personal information contained in my application for lease, employment, funding, my bid document or any other administrative document required by the ECDC for processing.
7. I expressly consent to the ECDC or its official / staff member / employee or agent using my personal information to communicate with me in person / via telephone / email / video call / fax / WhatsApp / any form of social media.
8. I expressly consent that the ECDC or its official / staff member / employee or agent may discuss any of my personal information with any of its officials / staff members / employees or agents that may at any stage of my application be involved in considering same and forward any such information to any ECDC relevant committee or forum.
9. I expressly consent to the ECDC or its official / staff member / employee or agent **handing over any outstanding accounts to debt collection third parties (applicable to properties/development finance and business support unit)**.
10. I expressly consent to the ECDC or its official / staff member / employee or agent handing over my personal information for purposes of verification of my credit profile or record, references or any purpose required in terms of the law.

SIGNATURE of the DELEGATED AUTHORITY		DATE	
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