



## INVITATION TO SUBMIT AN EXPRESSION OF INTEREST

<b>EOI NUMBER:</b>	<b>EKZNW 01/2025/26</b>
<b>DESCRIPTION OF EOI</b>	<b>INVITATION FOR AN EXPRESSION OF INTEREST TO IDENTIFY, DEVELOP, AND IMPLEMENT GUEST ACTIVITIES IN AND AROUND RESPECTIVE PROTECTED AREAS OF EZEMVELO KZN WILDLIFE.</b>
<b>SITES INSPECTION MEETING</b>	Site visit can be arranged on request with Mr. Mlungisi Hlela.
<b>CLOSING DATE AND TIME:</b>	<b>15 August 2025</b> <b>11:00am</b>

### ENQUIRIES MAY BE DIRECTED TO:

<b>CONTACT PERSON</b>	<b>MR MLUNGISI HLELA</b>
<b>TELEPHONE NUMBER</b>	Tel. no: 033 845 1055 Cell no: 082 852 1916
<b>E-MAIL ADDRESS</b>	<a href="mailto:Mlungisi.Hlela@kznwildlife.com">Mlungisi.Hlela@kznwildlife.com</a>
<b>DEPARTMENT NAME</b>	<b>COMMERCIAL SERVICES</b>

### EOI DELIVERY PLACE:

<b>PHYSICAL ADDRESS</b>	<b>Ezemvelo KZN Wildlife</b> Queen Elizabeth Park 01 Peter Brown Drive Montrose Pietermaritzburg 3202
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## TERMS OF REFERENCE.

### 1. INVITATION FOR EXPRESSION OF INTEREST

Ezemvelo KZN Wildlife (Ezemvelo) invites private sector partners to submit expressions of interest for guest activities that will complement and enhance the guest experience and present offerings at the following game reserves and resorts;

- Hluhluwe Imfolozi Park (Hilltop Resort, Mpila Camp and Centenary Centre)
- uMlalazi Nature Reserve (uMlalazi Resort)
- Midmar Nature Reserve (Midmar Resort)
- Cathedral Peak Nature Reserve (Didima Resort)

It is the intention of Ezemvelo KZN Wildlife to shortlist relevant project proposals and request for detailed and priced proposals only from the shortlisted expressions of interest.

### 2. PROJECT BACKGROUND

Ezemvelo KZN Wildlife is a South African state-owned conservation agency established in terms of the *KwaZulu-Natal Nature Conservation Management Act (Act No. 9 of 1997)* with the mandate of conserving; protecting; controlling, and managing protected areas and their biological diversity, which represents the indigenous fauna, flora, landscapes and associated cultural heritage of the KwaZulu-Natal (KZN) province.

In an aspect of its tourism operations and revenue generation strategy, Ezemvelo has recognized prospects of depicting certain of its resorts, in particular, Hluhluwe- iMfolozi Park, uMlalazi Nature Reserve, Midmar Nature Reserve as well as Cathedral Peak Nature Reserve and Conference facilities to seek partners to investigate the possibility of developing and implementing added activities to the abovementioned resorts to enhance guests experience and thereby increase visitor numbers. Acknowledging the considerable expertise needed as well as the environmental limitations at hand to investigate, identify, develop, and implement such added activities effectively and efficiently, it is imperative for Ezemvelo KZN Wildlife to be guided by enterprises with unique and financially viable concepts and the expertise to implement such identified activities.

It is against this background that Ezemvelo KZN Wildlife invites suitably qualified and experienced private sector partners to submit expressions of interest for guest amenities that will complement and enhance the guest experience and present offerings at the selected game and nature reserves.

### 3. EZEMVELO KZN WILDLIFE MANDATE

- a. To promote eco-tourism activities while tapping into new market segments by developing adventure routes
- b. Creating symbiotic partnerships
- c. Enhance revenue generation in line with our main pillars, namely Conservation, Ecotourism, and partnerships.
- d. Introduce new activities that are aligned with our conservation and eco-tourism goals.
- e. Ezemvelo KZN Wildlife manages 114 protected areas and 28 Resorts.

### 4. MARKET GAP

Our brand has evolved over the years, and we have realized there is an existing gap in our current offering that requires different strategies to meet market demands and remain relevant. This is the reason we have repositioned

our brand to focus on adventure, hence our new pay-offline, 'Your Ultimate Adventure Destination'.

Our current offerings reveal a gap in adventure and eco-tourism activities, particularly in areas like uMlalazi Beach and the Drakensberg World Heritage Park. uMlalazi Beach, with its pristine coastline and estuarine environment, presents an opportunity to introduce water-based adventure activities, enhancing visitor engagement while promoting conservation awareness. Similarly, the Drakensberg Parks, known for their dramatic landscapes and biodiversity, could benefit from expanded eco-tourism activities. By addressing this gap, Ezemvelo KZN Wildlife can diversify its tourism appeal, attract adventure seekers, and position itself as a leader in sustainable and experiential travel.

## **5. OBJECTIVES**

The objective of this expression of interest is to seek assistance from suitably qualified and experienced private sector partners with expert knowledge to enhance Ezemvelo's goal of revenue generation by identifying and proposing sustainable and responsible tourism activities and projects in the areas outlined below.

## **6. OPPORTUNITY SITES**

Ezemvelo KZN Wildlife has identified four (4) pilot sites to implement our long-term strategy to generate new revenue and to position Ezemvelo KZN Wildlife as a preferred eco-tourism destination. The following are the identified sites for the pilot project.

## **7. HLUHLUWE - IMFOLOZI PARK**

One of the largest game parks in South Africa, the Hluhluwe - IMfolozi Park is renowned for its wide variety of birds and animal life. Besides the 'big five', cheetah, wild dogs and many other well-known bushveld species inhabit the park, offering visitors a rich game viewing experience. The park covers 96 000 hectares and comprises two reserves: Hluhluwe and IMfolozi- two of Africa's oldest game reserves, both founded in 1895- and the linking Corridor Section proclaimed in 1989.

If travelling from the north, recommended entry into the park is through the Memorial Gate off the N2 at Hluhluwe Village. If approaching from the south, access is through the Nyalazi Gate off the N2 onto the Hlabisa / Nongoma Road (R618) opposite Mtubatuba. A third gate in the West is in the process of being redeveloped and is likely to become fully operational within the next few months.

### **7.1. ACTIVITIES CURRENTLY OFFERED AT THE PARK**

Hluhluwe iMfolozi Park offers unique experiences for guests of all types.

1. Centenary Centre:
2. Craft centre,
3. Food outlet,
4. Museum,
5. Wilderness trails
6. Game drives

## 7.2. MPILA CAMP

In the IMfolozi section of the park, Mpila Resort and its surroundings offer the following activities and amenities:

1. Bird watching and hide
2. Game Viewing
3. Wilderness trails, with professional field guide.
4. Guided day walk, with professional field guide.
5. Guided game drives in the morning or afternoon.
6. Curio shop
7. There are two picnic sites (Sontuli and Mbondwe), with ablutions and braai stand facilities.
8. There are two hides sites (Bhejani Bird hide), with ablutions no braai stand facilities and Mphafa without ablution or braai stand.

## 7.3. HILLTOP RESORT

Within the Hluhluwe side of the park, Hilltop Resort and surrounds, offers the following activities and amenities:

1. Resort style swimming pool with deck chairs and loungers
2. Game viewing hide
3. Umbhombe Forest trail
4. Maphumulo Picnic site (Bird watching and barbeque facilities)
5. Guided Walks
6. Morning, mid-morning and afternoon game drives
7. Self-drive auto trail
8. Overnight Chalet Accommodation
9. Fully licenced Bar and Restaurant
10. Curio Shop
11. Small Conference Venue/Television room
12. Childrens playground
13. Siwasamakhosikazi Picnic Site

## 8. UMLALAZI RESORT

This beautiful coastal reserve is conveniently nestled in the dunes and thick coastal forest was established as a protected area in 1948 and is 1 028 hectares in extent. Umlalazi Nature Reserve offers two unique and unusual attractions, the Palmnut Vulture, which is one of the rarest birds of prey in South Africa and fascinating Raffia Palm Monument. The raffia palm is the largest palm in the world. The estuary provides an ideal nursery ground for juvenile fish, and you can often see shoals of young mullet swimming on the surface. The reserve also offers one of the best examples of mangrove swamps in South Africa, where several species of mangrove can be found. In the dune forest, bush pig, bushbuck and red, grey and blue duiker may occasionally be seen.

Below are some of the activities that are currently available, and none of these activities and amenities are for revenue generation on the part of Ezemvelo.

1. Water sports
2. Ski-boats are usually launched in the lagoon.
3. The beach is popular for swimming.
4. Surfing

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5. Windsurfing
6. Angling
7. Trampolines (in campsite)
8. A tennis wall
9. Swings and other playground equipment (in campsite)
10. Barge cruise on the river (private)
11. Self-guided walking trails
12. Bird watching

## 9. MIDMAR RESORT

Midmar Resort is situated on the shores of the Midmar Dam, adjacent to the Midmar Nature Reserve. The resort is within easy reach of most KZN attractions, such as the popular Midlands Meander. Its large expanse of freshwater, extensive meandering shoreline, open grasslands, outdoor activities, and recreation facilities make it the perfect “one size fits all” family destination. It is ideal for relaxing, sunbathing, bird watching, game viewing, swimming, mountain biking, canoeing, off-road running, yachting, water sports, and a whole host of other water and land-based activities that will delight the whole family. Many high-profile sporting events take place at Midmar, with the internationally famous Midmar Mile being the largest of its kind in the world.

### ACTIVITIES, SERVICES

1. Fishing
2. Power boating
3. Water sports and Skiing
4. Swimming dam and pool
5. Bird watching
6. Cycling
7. Sailing
8. Jet skiing
9. Sailing
10. Kite surfing
11. Canoes are available for hire.
12. Windsurfing
13. Angling
14. Trampolines (in campsite)
15. A tennis courts Restaurant
16. Weddings
17. Conferencing
18. Segway

## 10. DIDIMA RESORT

Didima resort is in the Cathedral Peak valley, Didima Resort is set in a Stunning Mountains paradise bathed in scenic beauty with rivers, stream's, waterfalls, grasslands, and craggy cliffs. It forms part of the Maloti-Drakensberg Park, South Africa's first Cultural and Natural World Heritage Site. Didima Resort celebrates the now lost culture of the San people and captures something of their oneness with their environment. The San art has been accurately reproduced and can be viewed at the San Rock Centre as well as in small shelters found throughout the park. The

Cathedral Peak areas a hiker's delight, offering routes ranging from a few hours on the mountain paths to several days of camping and adventure.

#### ACTIVITIES AND SERVICES

1. Hiking trails and guided hiking trails
2. Mountaineering
3. Mountain biking
4. Swimming pool
5. Trout fishing
6. Rock art centre
7. Tennis court
8. Conference venue and wedding venue
9. Children's playground

### 10. PROJECT SCOPE

Prospective interested parties are encouraged to familiarize themselves with individual sites and the laws and policies around protected areas. An information pack has been developed and is annexed as Annexure D to this Expression of Interest request.

There are currently several activities identified and carried out in these respective areas which are limited whilst others are outdated and thereby not serving the purpose for which they are intended. To mention a few, the activities at hand are mainly walks (guided and self walks), game drives (guided and self-drives) as well as trails. Services include swimming pools, food and beverages, bush braai's, weddings, and conferencing. To offer world-class experience in our facilities, Ezemvelo KZN Wildlife fully understands that there is room for improvement in terms of activities on offer and other services which may exist, mainly those that would enhance our quest to attract more visitors to the facilities identified. It is envisaged that the potential service provider/s will not only concentrate on internal activities but would consider identifying and developing suggested activities inside and outside the respective stations outlined above. It is recommended that the potential service provider may partner with local communities in developing such guest activities.

### 11. PROPOSAL LIMITATIONS

Prospective interested parties are not limited to expressing interest for only one site of the four available. Prospective interested parties are encouraged to and may submit multiple proposals per each site or for all sites available as part of this Expression of Interest. Prospective interested parties must further ensure that their proposals are as comprehensive and exhaustive as possible and include all co-dependencies to bring the projects to fruition.

### 12. EOI PROPOSAL REQUIREMENTS

The service provider must prepare a written proposal as part of the EOI submission to confirm that their company have both the skills, financial capability, and expertise necessary to undertake the range of tasks set out in the scope of work.

1. Company Profile
2. Detailed description of the proposed activity/ies
3. Resource Expertise and Experience to Deliver Project

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4. Company's Experience and Expertise in this activity/ies or offering
5. Environmental and Conservation Maintenance Plan
6. Financial Projections over a 20-year.

### 13. EVALUATION CRITERIA

Ezemvelo KZN Wildlife (Ezemvelo) needs to be satisfied in all respects that potential private sector partners have the necessary resources, competencies, and capacity to implement cash generating guest activities that complement our conserved natural environment.

The expression of interest shall be evaluated in (2) stages, the details of the evaluation criteria are outlined below:

- **Stage 1:** The expressions of interest will be evaluated out of one hundred (100) points and the expressions of interest that scored below the Seventy (70) points will be eliminated and not considered for further evaluation.
- **Stage 2:** Only expressions of interest proposals that meet the minimum requirement of **70 points** will be invited before the Ezemvelo KZN Wildlife Bid Evaluation Committee to make a presentation of concept. Only expression of interest proposals who meet the minimum score of **30 points** for the presentation will be invited to submit priced proposals.

<b>Stage 1 – Feasibility Assessment Report = 100 points</b>	
<b>Feasibility study of no more than ten (10) pages. Should cover the following headings:</b>	
- Executive Summary	0 points
- Description of Activities	20 points
<b>Environmental Considerations</b>	
- Comprehensive understanding of laws and regulations governing protected areas and limited encroachment management	20 points
- Rudimentary Understanding of laws and regulations governing protected areas and encroachment management	10 points
- No understanding	0 points
<b>Marketplace Assessment</b>	20 points
<b>Financial Projections</b>	30 points
<b>Expertise</b>	10 points
<b>Total number of points</b>	100
<b>Stage 2 – Presentation concept = 50 points</b>	
- Minimum threshold for presentation	30 points

### 14. Condition of the Expression of interest

14.1. Interested parties shall submit only technical proposals with financial projections, and not including profit sharing/pricing model in the expression of interest stage.

### 15. CONTRACT PERIOD

The contract period will be determined through a negotiated process with the successful interested parties after the Expressions of Interest have been evaluated in accordance with the criteria above.

**16. EOI SHALL BE DELIVERED:**

On or before Friday, 15 August 2025 at or before 11:00am submitted in both hard copies and electronic documents in the form of a USB. Bids must be deposited in the bid box, EZEMVELO KZN WILDLIFE, Queen Elizabeth Park, 01 Peter Brown Drive, Montrose, Pietermaritzburg, 3202 by envelopes clearly marked **“EKZNW 01/2025/26: INVITATION FOR AN EXPRESSION OF INTEREST TO IDENTIFY, DEVELOP, AND IMPLEMENT GUEST ACTIVITIES IN AND AROUND RESPECTIVE PROTECTED AREAS OF EZEMVELO KZN WILDLIFE.**

**17. QUERIES RELATED TO THE EOI MAY BE DIRECTED TO:**

Mlungisi Hlela

Project Manager: Business Support

COMMERCIAL SERVICES

Ezemvelo KZN Wildlife

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