

ANNEXURE L – FINANCIAL STATEMENT ANALYSIS

BUSINESS EVALUATION AND ANALYSIS SERVICES

Requirements for financial analysis

For Finance to be able to perform financial analysis of companies / entities for the above contract, latest 2 years comparative financial statements containing the following information will be required:

Companies

- PIS score
- Signed Independent Auditors' Report/Reviewers' Report
- Directors' Report
- Statement of Financial Position (comparative figures)
- Statement of Comprehensive Income (comparative figures)
- Statement of Changes in Equity (comparative figures)
- Statement of Cash Flows (comparative figures)
- Notes to the financial statements.

Close Corporations

- PIS score
- Signed Accounting Officers' Report
- Members' Report
- Statement of Financial Position (comparative figures)
- Statement of Comprehensive Income (comparative figures)
- Statement of Changes in Equity (comparative figures)
- Statement of Cash Flows (comparative figures)
- Notes to the Financial statements.

Joint Venture

- Signed joint venture agreement indicating percentage shareholding per entity.

New or entities that are less than 1 year old.

- Owner's 5-year tax returns
- Owner's financial position (income and expenditure, assets, and liabilities statements)

Applicable to Companies, Entities, JV's, and Close Corporations

- A Signed Guarantee Letter (if a subsidiary which is tendering does not have its own set of financial statements or its financials are consolidated into that of the Holding company, the Holding company must provide a guarantee letter which will allow Eskom to utilize its financial information for the purposes of their subsidiary and to further guarantee any liability which may arise as a result of a subsidiary failing to perform in terms of the contract).

Other information, where applicable:

- 1. Parent Company Guarantee (PCG) by the holding company; or**
- 2. Performance Bond from their bank**

Please note that the PCG and the Performance Bond should be on an Eskom Legal approved template.

3. If it happens that the entity does not have a holding company and/or the bank cannot provide the Performance Bond, the owners of the entity should provide their tax returns for the past 5 years plus personal financial position.