



**environmental affairs**

Department:  
Environmental Affairs  
REPUBLIC OF SOUTH AFRICA

THE ABS  
CAPACITY  
DEVELOPMENT  
INITIATIVE



L'INITIATIVE DE  
RENFORCEMENT  
DES CAPACITES  
POUR L'APA



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs,  
Education and Research EAER  
State Secretariat for Economic Affairs SECO

**Contracting Authority: GIZ**

## **Access and Benefit Sharing (ABS) Compliant Biotrade in South(ern) Africa**

Technical assistance during 2019 for SMEs in the  
biotrade sector (indigenous plants and moringa)

**Calls for Expression of Interest (Eoi)**

**Deadline for submission of Expression of Interest**

**12 December 2018**

Successful applicants will be selected to receive technical assistance  
provided by the programme during 2019

### **Invitation**

South Africa, being the 3<sup>rd</sup> most biologically diverse country in the world, with other SADC countries is host to emerging biotrade value chains of economic importance. Various regional and country policies were accepted to support the biotrade sector. SADC has a Biodiversity Strategy and Biodiversity Action Plan in place. In South Africa, DEA has established a National Biodiversity Economy Strategy, and along with other government policies and strategies, establishes a good policy platform for the development and growth of the biotrade sector. The biotrade sector is also impacted by the policies and strategies of DST, in particular its Bio-economy Strategy and its bill for the “Protection, Development and Management of Indigenous Knowledge Systems”. The dti has an impact on the biotrade sector through its current Industry Policy Action Plan.

Job creation, poverty alleviation and BEE are key targets in these policies and strategies, not only in South Africa, but also in the region. In addition, SMEs who want to export their products are having difficulty to grow their enterprises as they struggle to comply with international and national regulatory requirements, including Access and Benefit Sharing (ABS) regulations.

The project “ABS Compliant Biotrade in South(ern) Africa” (ABioSA) is funded by the Swiss State Secretariat for Economic Affairs (SECO) and implemented by the ABS Capacity Development Initiative ([www.abs-initiative.info](http://www.abs-initiative.info)) under the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, to provide technical and financial support to small, medium and micro-sized enterprises (SMEs) in the biotrade sector.

**The project aims to build a high-growth innovative biotrade sector that complies with international and domestic access and benefit sharing (ABS) regulations, creates jobs and contributes to productive, sustainable use of the plant biodiversity in South Africa and the region (localisation of**



**value-addition). The skills development aim to prepare enterprises to become investment ready to be able to access funds that will result in growth of their business and the sector.**

The request for the expression of interest is targeted at SMEs in Southern Africa (70% South Africa, 30% other Southern African countries) who already have products in the market (local and/or export) and who are either already ABS compliant or on target to become ABS compliant during this project's lifetime (June 2021).

SMEs active in one of the high-impact value chains which have been preselected by the project will be preferred:

- Marula fruit
- *Aloe ferox*
- Essential oil cluster
- Seed oil cluster

However, such focus does not exclude grant funding for convincing innovative proposals for other value chains shortlisted by BioPANZA as well as moringa. See the end of the document for the list of species.

The project works closely with South Africa's Department of Environmental Affairs, which leads the SA Government's approach to biotrade. The project supports transformation and key government targets including job creation, empowerment of women and rural development – in South Africa and the region.

**Note: No grant funding** will be allocated during this call. This is a call to provide technical assistance/capacity building to prepare SMEs to become investment ready and to be able to access funding.

## Confidentiality

**SMEs must clearly mark which information should be treated as confidential.** In connection with information provided in the application, the applicant may make available to GIZ certain confidential and sensitive information for the purpose of the grant application. "Confidential Information" means any data or information, disclosed from the applicant to GIZ, marked with the word "Confidential" at the time of submission of the application. GIZ undertakes to use Confidential Information exclusively for the selection process of the Grant unless otherwise expressly agreed to in writing by the Disclosing Party. The selection process encompasses the shortlisted candidates' information being distributed to the Investment Committee's members who are responsible for the final selection of approved candidates. The Investment Committee members will all have signed NDAs in place with the GIZ, to not disclose Confidential Information to other parties.

However, Confidential Information may be disclosed without any limitation to German government authorities. It may also be disclosed to a limited number of directors, officers, employees of GIZ or of its Affiliates who need to know such information in order to conduct the selection process. Furthermore, where GIZ is obligated to make statements in response to enquiries from government bodies or private individuals or entities pursuant to mandatory federal or state laws intending to create maximum transparency regarding official information, Confidential Information may be disclosed.

In the event GIZ is requested to disclose Confidential Information under the circumstances set out above, GIZ will provide the applicant with prompt notice of such request or requirement in order to enable the applicant to mark in writing in the Confidential Information such aspects that have to be classified as business and trade secrets as well as intellectual property. If the applicant elects not to answer GIZ's request to mark such aspects in writing within 10 business days after receiving the request, GIZ will furnish that portion of the Confidential Information as it deems to be legally compelled to disclose; disclosure of such Confidential Information may be made without liability.



## Submission requirements

Only complete applications meeting the application criteria will be considered

Application forms, including all the required documents, must be sent to:

GIZ Office Pretoria

Procurement Department

Hatfield Gardens, Block C, Ground Floor

333 Grosvenor Street Hatfield

Pretoria, RSA

Tel: +27 12 423 5900

Reference no:**83302553**.

All copies for the call must be submitted by courier/per hand in letter form in a sealed envelope.

Applicants:

- Must be either already ABS legal compliant or on target to become ABS legal compliant within the project lifetime (June 2021);
- Must have had a turnover > R100 000 in 2017;
- Must already have a product in the market;
- Must be a citizen of / resident / registered entity in a Southern African country;
- Must be solvent, have been operating for more than a year and have complete annual financial statements for the previous financial year (**to be included in the application**);
- Must be in full compliance with statutory and administrative requirements (including a valid tax clearance certificate or if expired expiry must not be older than 6 months and proof must be submitted that a new tax certificate was applied for);
- Must contribute to the cost of the technical assistance with own funding and/or with co-financing (could be a grant/repayable grant/sponsorship/soft loan from an incentive scheme or a loan).

Examples of the types of training/technical assistance the facility could support: see application form.

### Exclusionary Criteria:

Eols will **NOT** be considered if:

- Enterprises relate to new medicines, treatments or cures for diseases (except for traditional healers/medicine);
- Applicants' entities are not registered with the relevant authorities, such as the CIPC (proof of registration must be provided with the application);
- Applications are not complete;
- Submitted after the closing date for applications: **15h00, Wednesday, 12 December 2018**.

The ability to co-fund this application and commitment to transformation will be an advantage. Applications must demonstrate a clear development outcome and be both environmentally and socially compatible. Applicants will be required to sign an undertaking that they commit to attend any workshop/training sessions as agreed upon at the beginning. Failure to do so, or to adhere to the undertaking, will result in the immediate exclusion of the candidate. unless if they informed Project Management ahead of the training of their absence, providing a medical certificate or proof of an important unforeseen circumstance such as death in the family.



## Reporting requirements

Successful applicants will be expected to report on impact of technical assistance/training received on their business. Evidence of this will be required, the format of which will be established during contracting.

## Selection process

Applicants will be scored against a scorecard. Additional telephone interviews might be required. Successful candidates will be contacted by Project Management. **If you do not receive further correspondence in this regard from us by 31.01.2019 please consider your application as unsuccessful.**

Project Management and successful candidates will agree on the technical assistance/training programme to be delivered from March to October 2019. Applications must sign a declaration of commitment to attend the agreed-upon interventions.

**For more information please contact:** Joretha Després

E-mail ([joretha.despres@giz.de](mailto:joretha.despres@giz.de)), Tel: (+27 12 423 7955)



## Species list

<i>Adansonia digitata</i> / baobab
<i>Agathosma betulina</i> / buchu
<i>Agathosma crenulata</i> / buchu
<i>Aloe ferox</i> / African aloe
<i>Aspalathus linearis</i> / rooibos
<i>Bulbine frutescens</i> / bulbine / burn jelly
<i>Citrullus lanatus</i> / Kalahari melon
<i>Cyclopia genestoides</i> / honeybush
<i>Cyclopia intermedia</i> / honeybush
<i>Eriocephalus punctulatus</i> / Cape camomile
<i>Erisema kraussianum</i> / bangalala
<i>Harpagophytum procumbens</i> / devil's claw
<i>Helichrysum odoratissimum</i> / Imphepho / golden everlasting / kooigoed
<i>Hoodia gordonii</i> / hoodia
<i>Hypoxis hemerocallidea</i> / African potato
<i>Kigelia africana</i> / sausage tree
<i>Lippia javanica</i> / Lippia / fever bush / koorsbossie
<i>Lobostemon fruticosus</i> / pyjama bush
<i>Moringa olifeira</i> / moringa
<i>Myrothamnus flabellifolia</i> / resurrection bush
<i>Pelargonium graveolens</i> / rose geranium
<i>Pelargonium reniforme</i> / kidney leaved pelargomiun
<i>Pelargonium sidoides</i> / kalwerbossie
<i>Sceletium tortuosum</i> / kanna
<i>Schinziophyton rautanenii</i> / mongongo / manketti
<i>Sclerocarya birrea</i> / marula
<i>Siphonochilus aethiopicus</i> / wild ginger
<i>Sutherlandia frutescens</i> / cancer bush
<i>Trichillia emetic</i> / mafura
<i>Tylosema esculentum</i> / marama bean
<i>Warburgia salutaris</i> / pepperbark tree
<i>Ximenia America</i> / sour plum
<i>Ximenia caffra</i> / sour plum
<i>Adansonia digitata</i> / baobab



Application No	
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(for official use only)

Type of institution	Cooperative	
	Trust	
	Sole proprietorship	
	Partnership	
	Private company (Pty) Ltd	
	Personal liability company	
	Non-Profit organisations	
Company/Entity name		
Company/Entity registration no.		
Year established		
No. of years operational		
Location of head office: Town, Province and Country		
Other provinces and countries where you have offices		
Region from where plant material/ingredient used is sourced		
Entity's BEE status (if known, <b>for South African entities only</b> , please attach certificate)	Level:	

Physical address of business	
Postal address of business	
Website address (if you have one)	

**Any change in the addresses, phone numbers or email must be notified in writing to the Contracting Authority. The Contracting Authority will not be held responsible in the event that it cannot contact an applicant.**





**Contact person information:**

Select the appropriate:

Male/Female	Title:	Mr / Mrs / Ms / Dr	Age:	
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Please complete below, in print/type:

First Name	
Surname	
Landline nr	
Cell nr	
E-mail address	

Tell us about your business/organisation, including your vision, mission and growth strategy, in particular your strategy from 2019-2021 with regards to growth (no more than 250 words):

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Please complete below, indicate yes/no.

Products category	Current	Future
Harvesting plants / fruits / nuts to either process self/sell		
Process plants / fruits / nuts into ingredients for the cosmetic industry (incl. essential oils)		
Process plants / fruits / nuts into ingredients for the food industry (incl. essential oils)		
Process plants / fruits / nuts into ingredients for the nutraceutical industry (incl. essential oils)		
Process plants / fruits / nuts into ingredients for the pharmaceutical industry (incl. essential oils)		
Process plants / fruits / nuts into ingredients for the traditional medicines industry (incl. essential oils)		
Formulate personal care products with natural ingredients		
Formulate food products with natural ingredients		
Produce personal care products with natural ingredients (even if outsourcing manufacturing)		
Produce food products with natural ingredients (even if outsourcing manufacturing)		

What are the main growth impediments for your business?

What is your company's unique selling point or competitive advantage?

What technical hurdles do you experience in your process?



What regulatory issues are you facing that you cannot overcome due to a lack of finance? What will the impact be on your business if you could overcome these?

What training/technical assistance do you require to improve and to grow your business - this could include, but not limited to, aspects such as (underline the ones that interest you and add ones that you require but are not on the list):

**Business and Financial Skills:** understanding what funders require and how to prepare the right information, understanding the impact of seasonality on cash flow and how to manage it, understanding how to cost and price your products, how to interpret financial statements, corporate governance, how to build a compelling business case,

**Compliance and Regulatory Issues:** understanding what the requirements are to access local and/or export markets and how to comply, knowing how to interpret laboratory results, understanding quality issues,

**Intellectual Property:** understanding intellectual property, including company and brand names

**Markets:** understanding what a CRM (customer relationship management) system is and its advantages, understanding local and international distribution, understanding how to do market research, effective branding, internet visibility, effective websites, media communication, be informed on key markets and how to communicate with these markets, how to access markets;

**Computer skills:** understanding the risks and improving cybersecurity of enterprise, excel/word/powerpoint, the potential impact of the digital revolution on the industry and your business,

**Other skills (called soft skills but not so soft at all):** mastering business protocol (incl. business meeting, business card and business language protocol and boardroom etiquette and protocol) and social etiquette, business dining etiquette, communication protocol, how to influence customers' perceptions, dress code guidelines, mastering social proficiency at business social events, master the art of social event networking, customer care intelligence (position your brand through your team, shape the face of your brand, customer facing protocol, personal perception management



tools, tools to establish trust and credibility with customers), international protocol, negotiation skills, conflict management, how to get the most out of your employees, presentation skills,

**Other (please mention):**

What impact will the above training have on your business?

Please state which currency you use	2017 calendar year (actuals)	2018 calendar year (anticipated)	2019 calendar year (anticipated)	2020 calendar year (anticipated)
Total turnover				
Turnover local sales				
Turnover exports				

How do you intend to reach this target?



Anticipated no. of products to introduce by	2019	2020
In the local market.		
In the export market.		

Other (please stipulate):				
Nr of jobs	2017 (actuals)	2018 (anticipated)	2019 (anticipated)	2020 (anticipated)
Total permanent jobs				
Total seasonal jobs				

If a cooperative or a community trust, please complete the above if people from the community and/or external people are employed. Otherwise, please explain your benefit distribution model below:

Do you intend to apply for external funding during the next year? Please provide a detailed description below.

Purpose	Amount (state currency) required

Please describe below what impact this funding could have on your business and your environment. Mention impact such as how many new products in which markets, how many products compliant to enter export markets, increased profitability due to improved technology (quantify), nr of jobs created, social impact, including consumer awareness centred on your ABS compliant natural products (e.g. on social media platforms), environmental impact (incl. conservation and sustainability), etc.



List all the programmes that you received assistance from before, e.g. CECOSA, CBI export programme, BioFISA, CSIR BIDC, IDC, PhytoTrade Africa, Innovation Hub, SAEOPA, SEOBI, SAOSO, the dti, SEDA, TIA, etc. This assistance could have been financial, training, market linkages, technical assistance, mentoring, etc. Please detail the assistance that you have received, including funding amounts, and when.

**Legal and ethical considerations (i.e. relevant national and international legislation incl. Benefit Sharing Agreements)**

Please complete the table at the next page for the plants, or plants from which the natural ingredients derive from, that you are working with/will work with in the future. Permits refer to permits you have from your country's ABS competent national authority and permit issuing authority.

**In cases where you have more than one permit, e.g. a provincial and a national permit, for the same species, please repeat the species in order to reflect the status of each permit (as only one permit could be reflected per row). So you need to show all the species' information in the one row with information of the first permit, say a national permit, then in the next row you need to repeat the name of the species and then all the information related to the second permit, say a provincial permit, continuing the process until all the permits are reflected for that species.**





Please indicate the amount of funding that you are prepared to contribute to the capacity building (indicate the currency that you use):

I, the undersigned, hereby consent that our records might be checked with any credit reference agency and that fraud prevention checks might be carried out.

I, the undersigned, hereby declare all the information given above and submitted are complete and correct.

I hereby warrants that I am duly authorised and have the legal capacity to sign this application for technical assistance on behalf of \_\_\_\_\_ (the entity).

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Signed by:

For:

Date: