



Exporter of the Year 2019

Entry Form

Entries to be submitted to:

Suzanne Vermeulen

Branch Coordinator

KPMG House, Norvic Drive, Greenacres

Email: info@exportersec.co.za

Closing Date: 3 June 2019

COMPANY DETAILS

Business Name	
Person responsible for entry	
Physical address	
Telephone number	
Cell number	
E-mail	
Website	

AWARD CATEGORIES

Category	Description	Mark all relevant with X
Best Exporter - OEM	Exporters who are manufacturers or original equipment for the automotive industry	
Best Exporter - Corporate	Exporters with direct and indirect export turnover greater than R200 million	
Best Exporter – Medium Enterprise	Exporters with direct and indirect export turnover between R25 million and R200 million	
Best Exporter – Small Business	Exporters with direct and indirect export turnover below R25 million	
Best provider of services to exporters	Service providers to the export industry, including forwarding and clearing agents, shipping lines and agents, other forms of transport including couriers, insurance agents, underwriters, financial service providers, sales agents, etc	
Exporter of the Year	The entity which, in the judges opinion, achieved the most success in the period under review. This is the winner of one of the five categories above	
SJM Flex Environmental Award	Exporters who have environmental accreditation and who pursue excellence in environmental management	
SJM Flex Environmental Practice Award	Exporters who have not yet achieved environmental accreditation and who pursue activities towards Environmental Sustainability	
IDC Job Creation Award	Exporters who have created the most number of new sustainable jobs within their business in the last financial year	

HISTORY OF THE BUSINESS

When was the business founded in the Eastern Cape	
What are your major business activities in the Eastern Cape?	
What is the nature of your product/service?	
When did the business start exporting /providing support to the export industry?	
Where are your goods exported to?	

*Information must apply to your past financial year

MAJOR ACCOMPLISHMENTS IN THE EASTERN CAPE

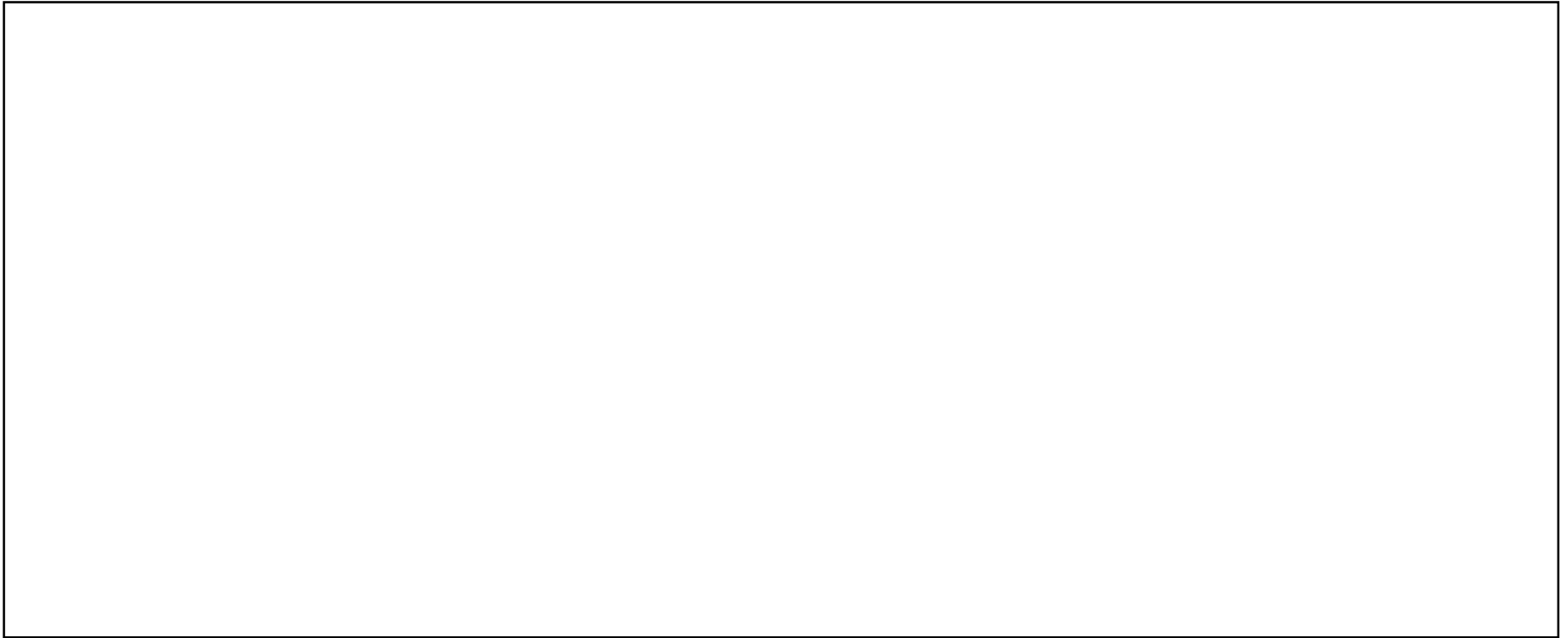
For your most recent financial year

Accomplishment	How it impacted business



*Information must apply to your past financial year

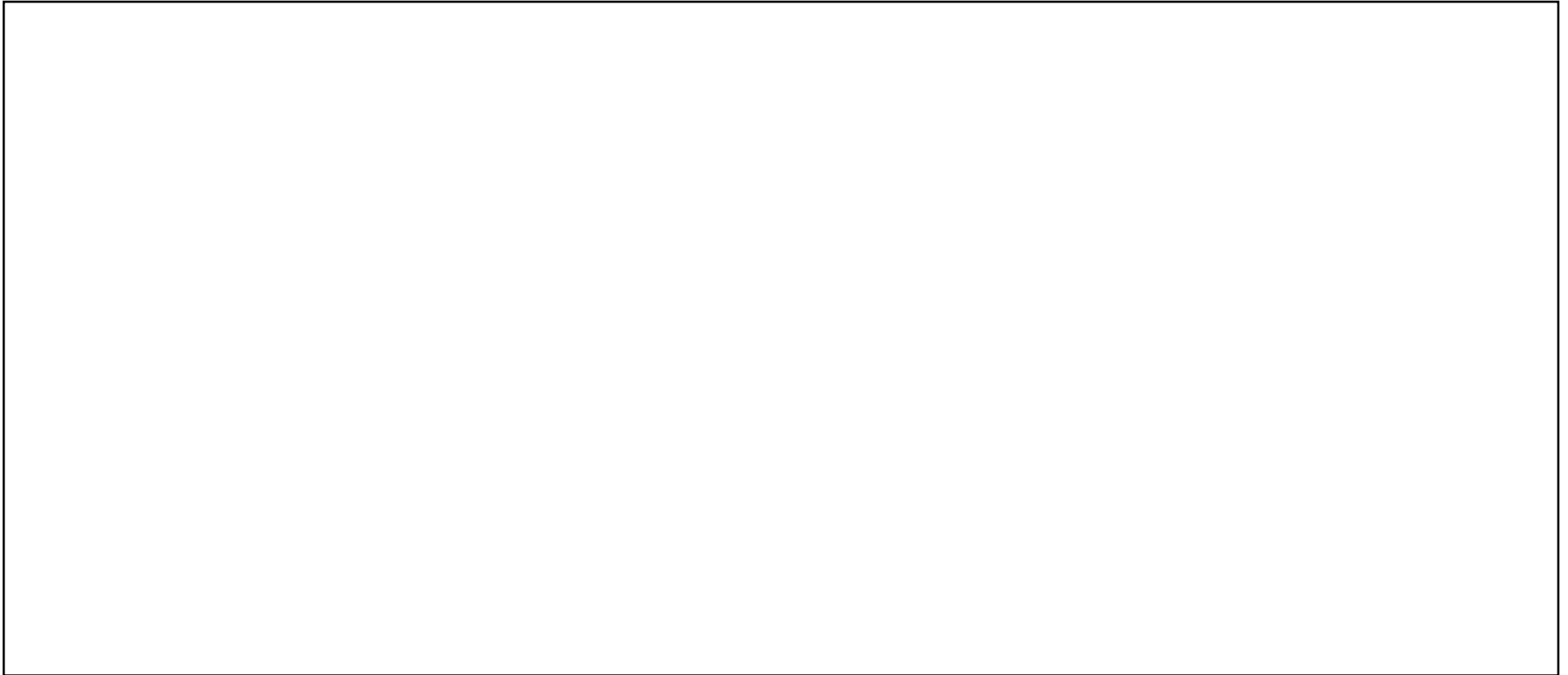
ENTREPRENEURIAL FLAIR AND EXPORT INNOVATION, INCLUDING OVERCOMING OBSTACLES – For your most recent financial year



WHAT MAKES YOUR BUSINESS DIFFERENT / UNIQUE IN YOUR INDUSTRY?

*Information must apply to your past financial year

MOTIVATE WHY YOUR ORGANISATION SHOULD WIN THIS CATEGORY



*Information must apply to your past financial year

FINANCIAL INFORMATION

(All categories)

Turnover

Mark with X the relevant category for each year			
Rand Value of direct and indirect exports	Year 1 (2016/2017)	Year 2 (2017/2018)	Year 3 (2018/2019)
< R25 million			
R25 million to R200 million			
> R200 million			

Indirect Export: A product that is sold to another company in South Africa which is then exported out of South Africa either in its original state or as part of a component or final product

GROWTH AND PROFITABILITY (Exporters Only)

Include actual percentages for each item below	Year 1 (2016/2017)	Year 2 (2017/2018)	Year 3 (2018/2019)
Direct and indirect export turnover			
% increase in direct and indirect turnover			
% increase in number of direct and indirect units exported			
% increase in gross profit *			
% increase in net profit before interest and tax *			
EDI and CSI spend and as a % of net profit			

***Not required for OEM Category**



GROWTH AND PROFITABILITY (Service Providers Only)

Include actual percentages for each item below	Year 1 (2016/2017)	Year 2 (2017/2018)	Year 3 (2018/2019)
Turnover generated from facilitating exports as a % of total turnover			
% increase in turnover generated from facilitating exports			
% increase in gross profit generated from facilitating exports			
% increase in net profit before interest and tax generated from facilitating exports			
EDI and CSI spend and as a % of net profit			

CAPITAL INVESTMENT AND EMPLOYMENT (All Categories)

Rand value of capital investment	Year 1 (2016/2017)	Year 2 (2017/2018)	Year 3 (2018/2019)
Rand Value			
As a % of book value of PPE			

Employment within Company	Year 1 (2016/2017)	Year 2 (2017/2018)	Year 3 (2018/2019)
Number full time employees			
Number part time employees			
Skills development spend as % of employee costs			

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on the Environment

*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on Operating Efficiency

*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on Working Conditions

*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on Cost Savings

*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on Waste Management

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on other parts of the Business

*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Initiatives to reduce carbon footprint

ENVIRONMENTAL INFORMATION (If Applicable)

Benefits realised by ISO 14001

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*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

EDI and CSI Initiatives

*Information must apply to your past financial year

DECLARATION

To the best of our knowledge, the information herein is true and complete. Information supplied refers to our last financial year. All information herein shall remain confidential unless we agree to its release. We hereby authorise the use, in connection with The Exporter of the Year Awards announcements and press releases, the background for winning the awards and photographs, and we agree that no compensation shall be due to us for such usage.

We are aware that a member of our team has to attend the Awards Evening.

We acknowledge that we have read and accepted the rules.

Name: **Position:**

Signature: **Date:**

Please ensure that you attach the following to the entry form:

- References from 2 customers of 500 – 1000 words each (Only compulsory for services category)
- Proof of payment of subscription fees to the Exporters EC for the 2018 year
- Latest valid BBBEE Certificate
- Environmental Policy and proof of ISO 14001 and other certifications
- Only for OEM category – proof that the entity is profitable (eg letter from auditors)
- High resolution company logo and 5 high resolution photos of your operations. These photos may be used at the Awards evening. Exporters Eastern Cape takes no responsibility for poor quality photos.

RULES AND CONDITIONS OF ENTRY

Rules

- Entry is open to all paid up member organisations, that have been in operation for the last 2 years and are located within the borders of the Eastern and Southern Cape including Klein Karoo region.
- Exports / Services revenue and achievements generated outside of this region must be excluded from the figures disclosed in the entry form.
- The judges may require verification of any information supplied by the entrants and could include site visits.
- **All companies entering must be represented at the Awards Banquet on 16 August 2019**, be prepared to be photographed and interviewed by the media, and to be available for further media publicity.
- The decision of the judges is final and no correspondence will be entered into.
- All entries will be handled with utmost confidentiality.
- The organisers may elect not to announce a winner should the desired standard not be attained in a particular category.
- The organisers reserve the right to disqualify entrants in the event of bankruptcy or any form of misrepresentation.

How did you find out about the Exporter of the Year Award (tick block)

Website	Word of Mouth	Radio	Email	Print Media	Nominated	Other
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JUDGING CRITERIA

Entries will be judged by a panel of independent judges, facilitated by the Club Chairman, who are not actual exporters, and emphasis will be on accomplishments achieved in comparison to peers in the industry and prior years.

Qualitative	Services Category	Other Category
Major accomplishments	20%	15%
Entrepreneurial export flair, export innovation and overcoming obstacles	20%	20%
BBBEE Level	5%	5%
Quantitative		
Increase in export related turnover	25%	25%
Improvement in profitability	15%	15%
Sustainable job creation	15%	15%
Capital Investment	-	5%

Environmental Award Weighting

Positive impact achieved on:	ISO Certified
The environment	20%
Operating efficiency	5%
Working conditions	10%
Cost savings	5%
Waste management	15%
Initiatives to prevent or minimise pollution	5%
Benefits realised from ISO 14001	10%
Social upliftment initiatives	15%
Evidence of continual improvement	15%