



Exporter of the Year 2022 Entry Form

Company Name: _____

For enquiries contact:

Suzanne Vermeulen
Branch Manager

Contact: 083 291 5214

Email: info@exportersec.co.za

Entries to be delivered to:

Quintin Levey
Chairman

KPMG, KPMG House, 200 Norvic Drive, Greenacres

Email: quintin.levey@kpmg.co.za

Closing Date: 8 July 2022

COMPANY DETAILS

Person responsible for entry	
Physical address	
Telephone number	
Cell number	
E-mail	
Company website	
Company social media links	

AWARD CATEGORIES

Category	Description	Mark all relevant with X
Best Exporter - OEM	Exporters who are manufacturers of 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 above mentioned categories above	
SJM Flex Environmental Award	Exporters who are manufacturers of original equipment for the automotive industry and who have environmental accreditation and who pursue excellence in environmental management	
SJM Flex Environmental Practice Award	Exporters, other than manufacturers of original equipment for the automotive industry, 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	
Emerging Exporter Award	Companies that have been exporting for 3 years or less.	

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

New contracts, clients and markets	How it impacted business

*Information must apply to your past financial year

MAJOR ACCOMPLISHMENTS IN THE EASTERN CAPE

For your most recent financial year

Awards won and significant achievements

*Information must apply to your past financial year

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



**ENTREPRENEURIAL FLAIR AND EXPORT INNOVATION, INCLUDING
OVERCOMING OBSTACLES – For your most recent financial year
OBSTACLES OVERCOME, INCLUDING THE IMPACT OF COVID 19**



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

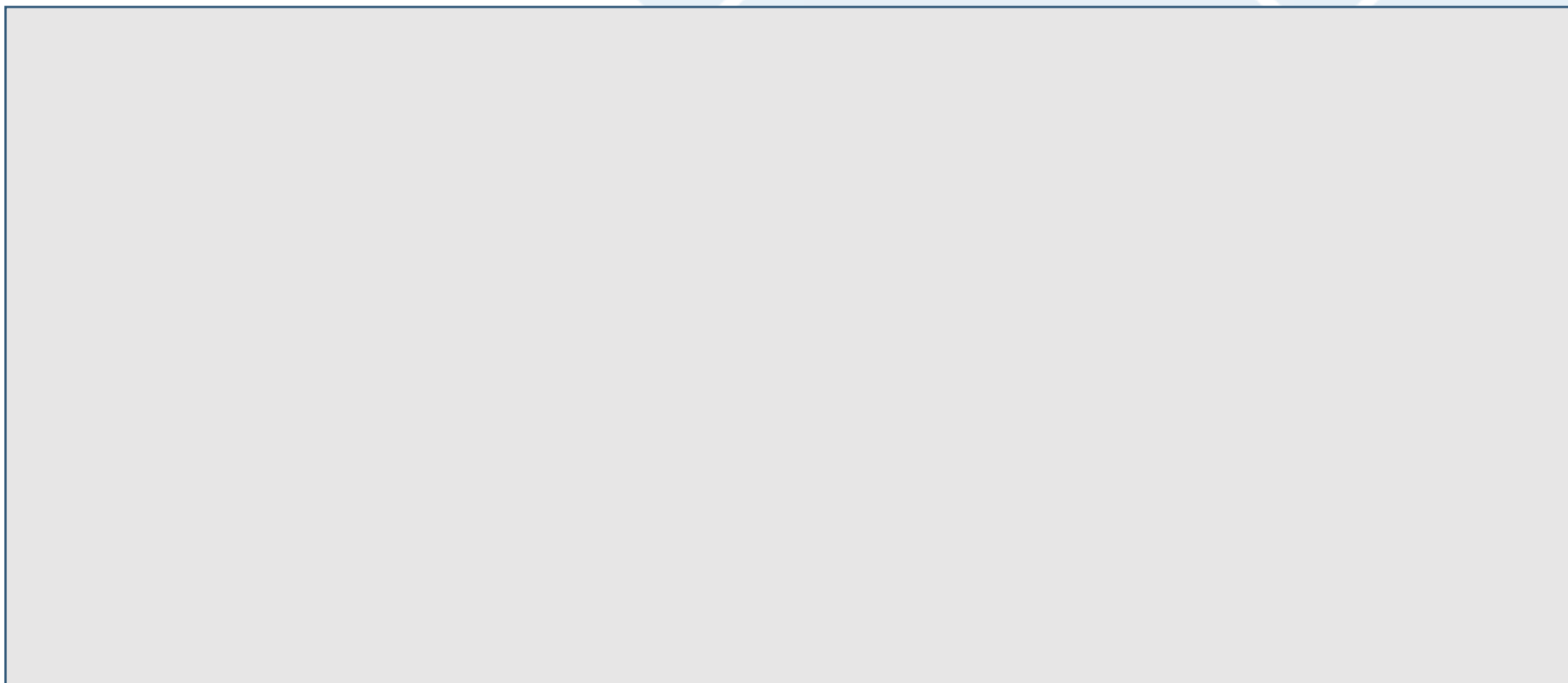


WHAT MAKES YOUR BUSINESS DIFFERENT / UNIQUE IN YOUR INDUSTRY?



*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 (2019/2020)	Year 2 (2020/2021)	Year 3 (2021/2022)
< 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 (2019/2020)	Year 2 (2020/2021)	Year 3 (2021/2022)
% direct and indirect export turnover of total 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 finance costs and tax *			
EDI and CSI spend and as a % of net profit			

***Not required for OEM Category**

GROWTH AND PROFITABILITY (Service Providers Only)

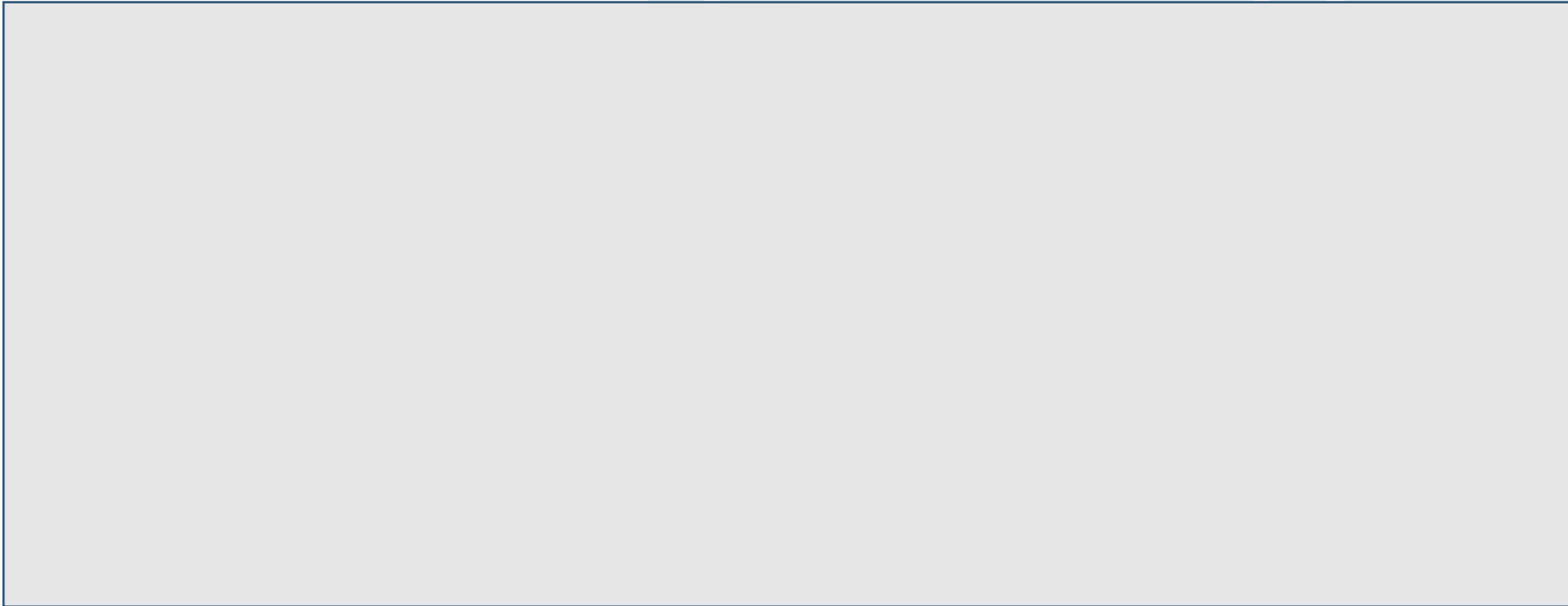
Include actual percentages for each item below	Year 1 (2019/2020)	Year 2 (2020/2021)	Year 3 (2021/2022)
Turnover generated from facilitating exports as a % of total turnover			
% increase in turnover generated from facilitating exports			
% increase in gross profit generated from facilitating exports			
% increase in net profit before finance costs and tax generated from facilitating exports			
EDI and CSI spend and as a % of net profit			

CAPITAL INVESTMENT, EMPLOYMENT AND BBEE (All Categories)

Rand value of capital investment	Year 1 (2019/2020)	Year 2 (2020/2021)	Year 3 (202/2022)
Rand Value			
As a % of prior year book value of PPE			
Employment within Company			
Number full time employees			
Number part time employees			
Skills development spend as % of employee costs			
BBEE score			
Level achieved			

ENVIRONMENTAL INFORMATION (If Applicable)

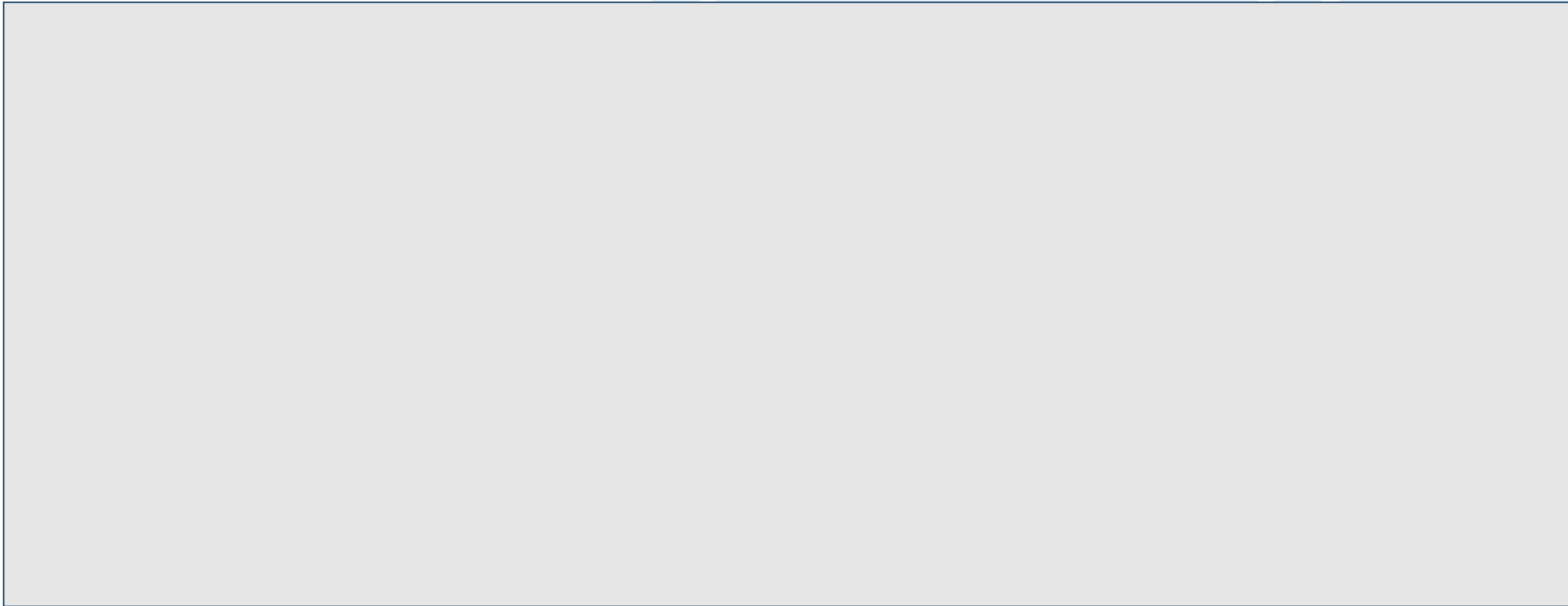
Positive Impacts on the Environment



*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

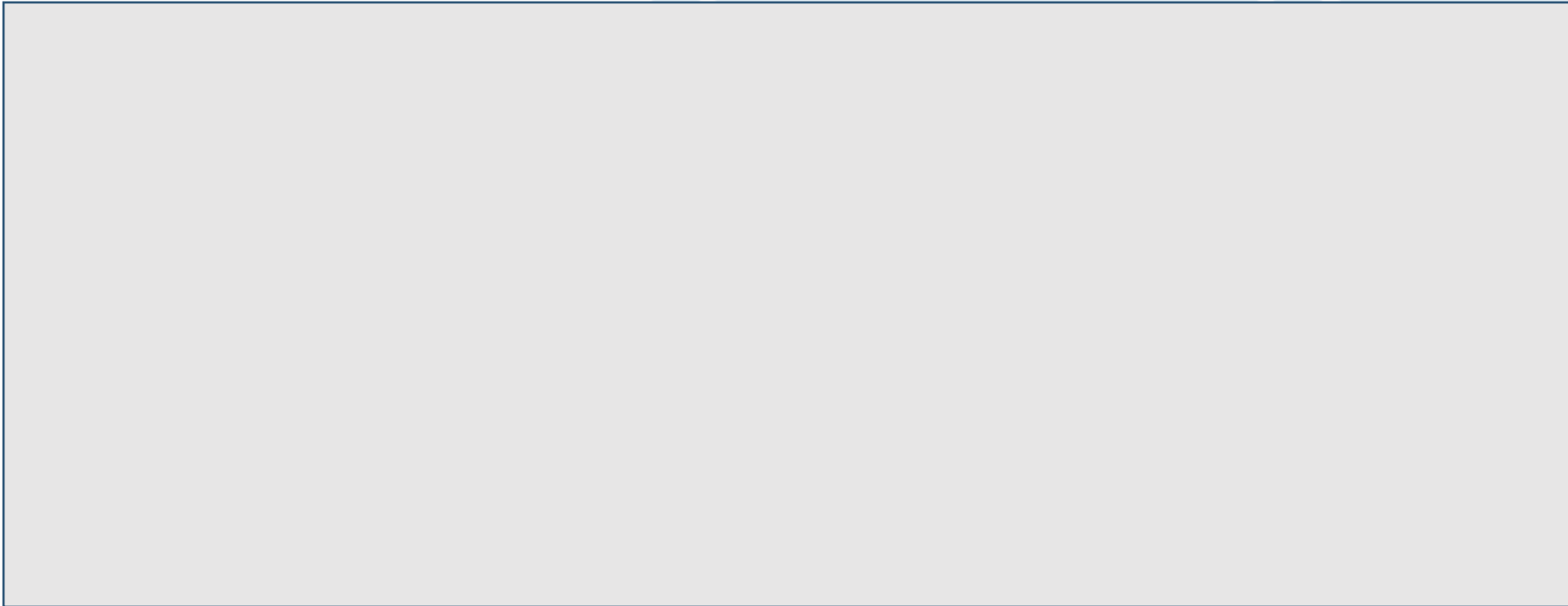
Positive Impacts on Operating Efficiency



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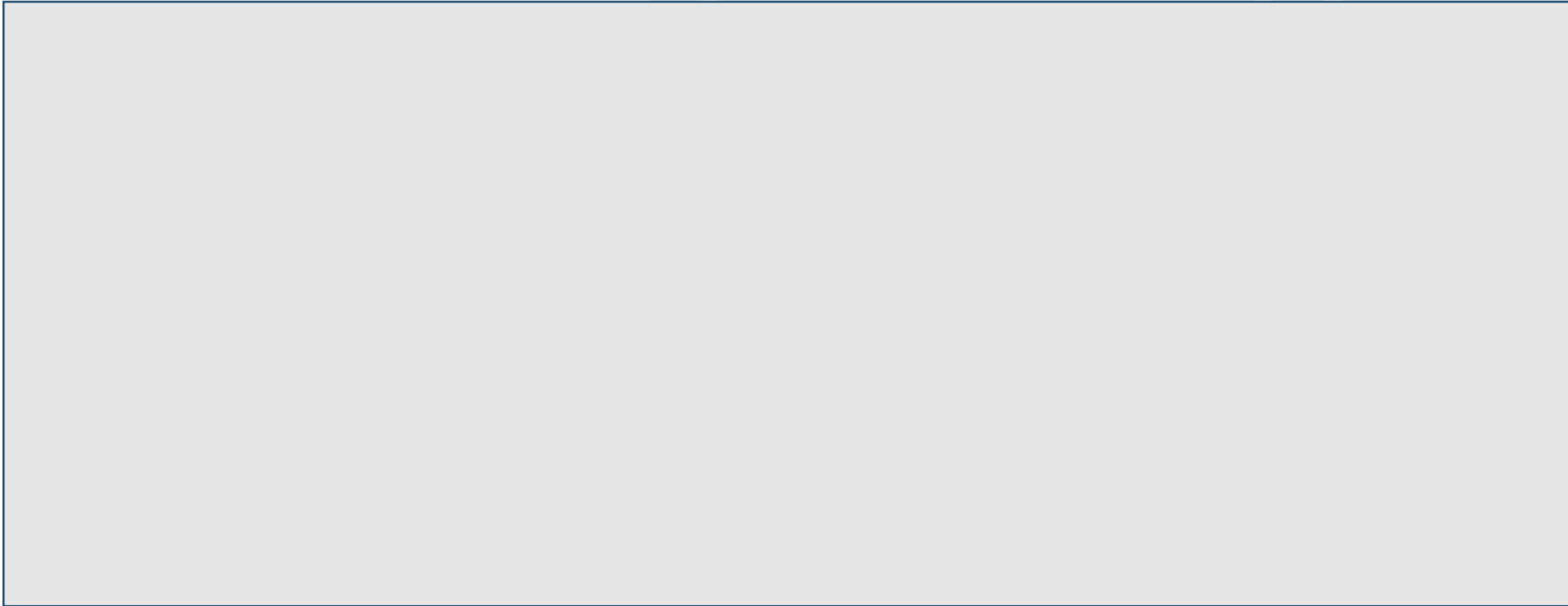
Positive Impacts on Working Conditions



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ENVIRONMENTAL INFORMATION (If Applicable)

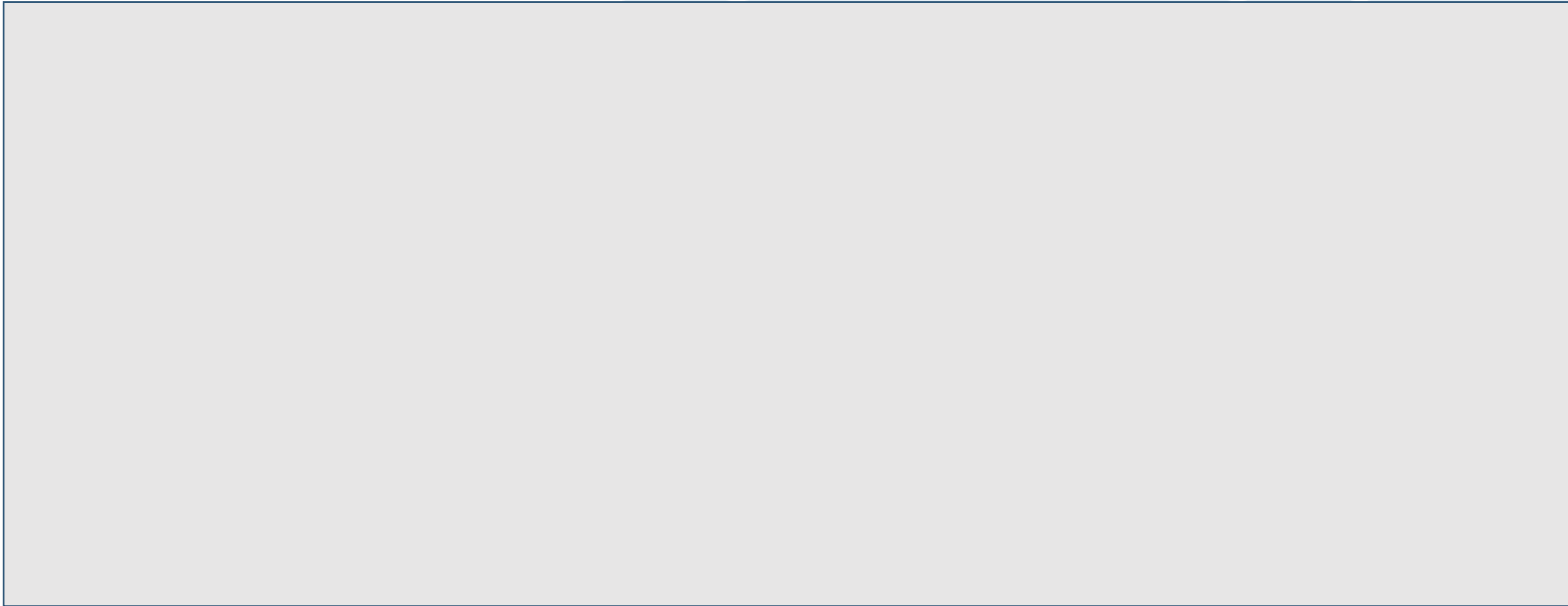
Positive Impacts on Cost Savings



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ENVIRONMENTAL INFORMATION (If Applicable)

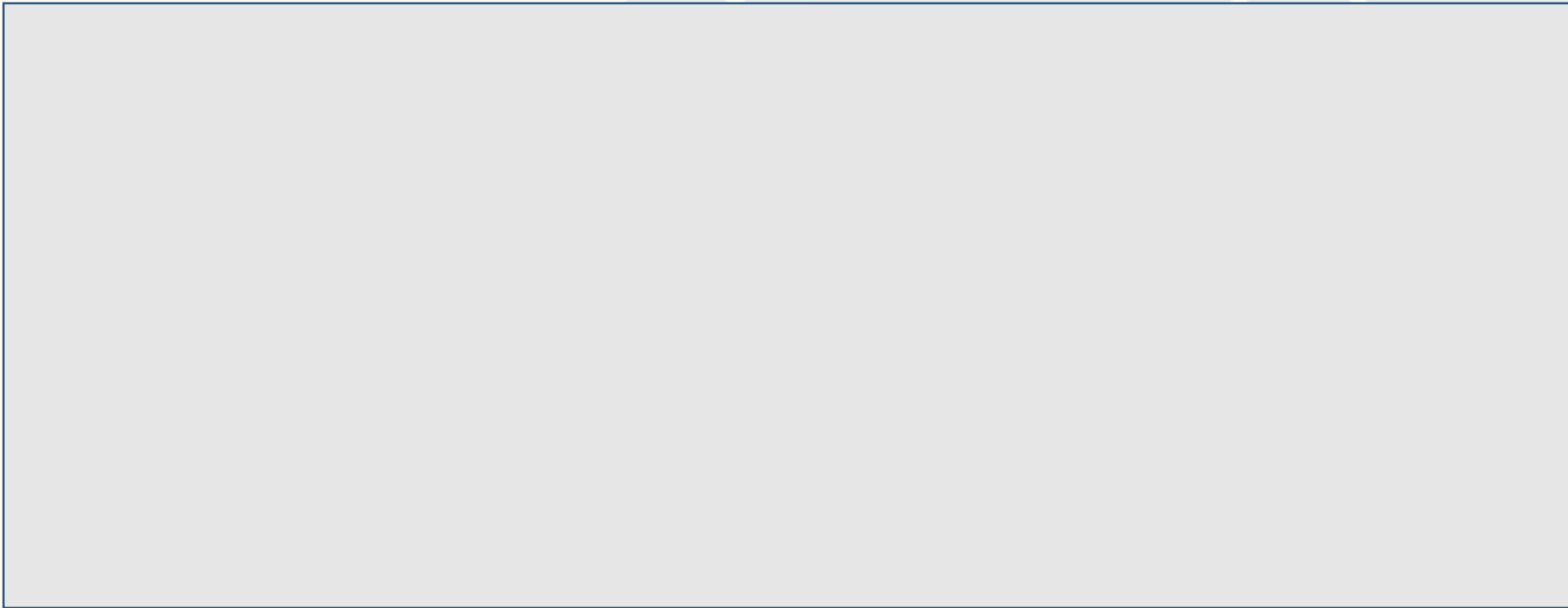
Positive Impacts on Waste Management



*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Positive Impacts on other parts of the Business



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ENVIRONMENTAL INFORMATION (If Applicable)

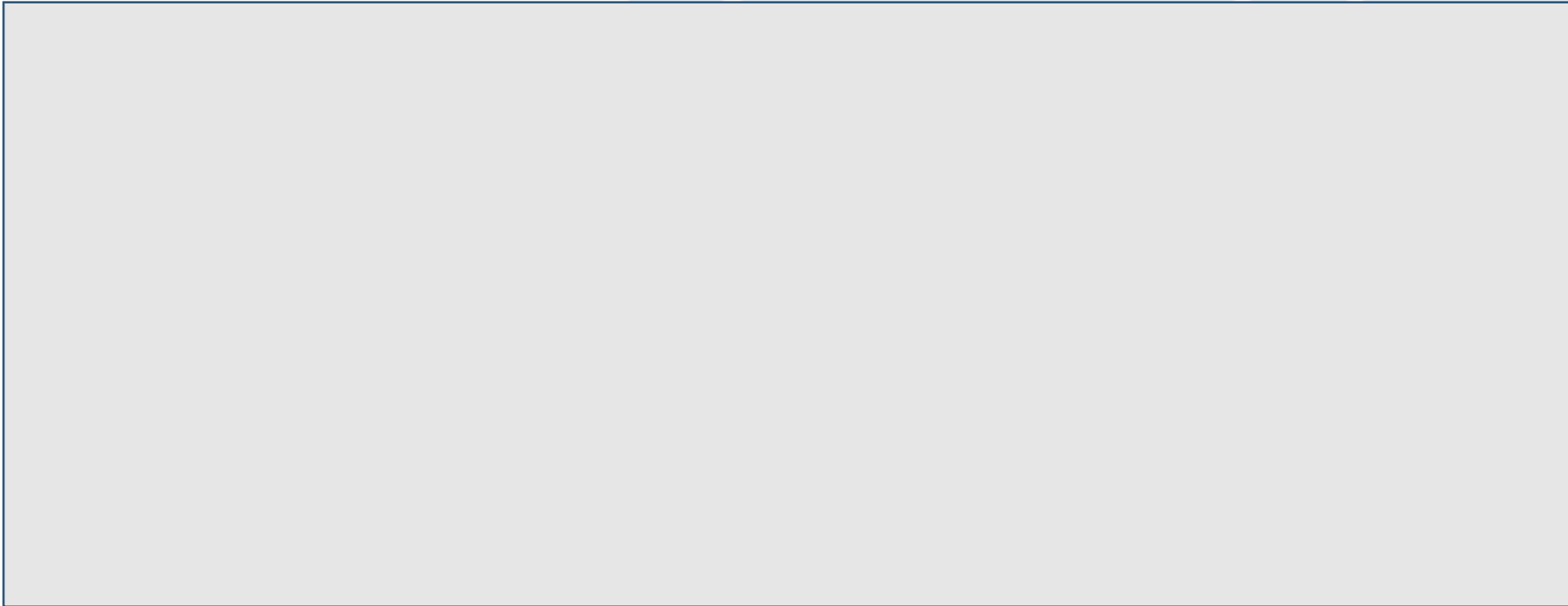
Initiatives to reduce carbon footprint



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ENVIRONMENTAL INFORMATION (If Applicable)

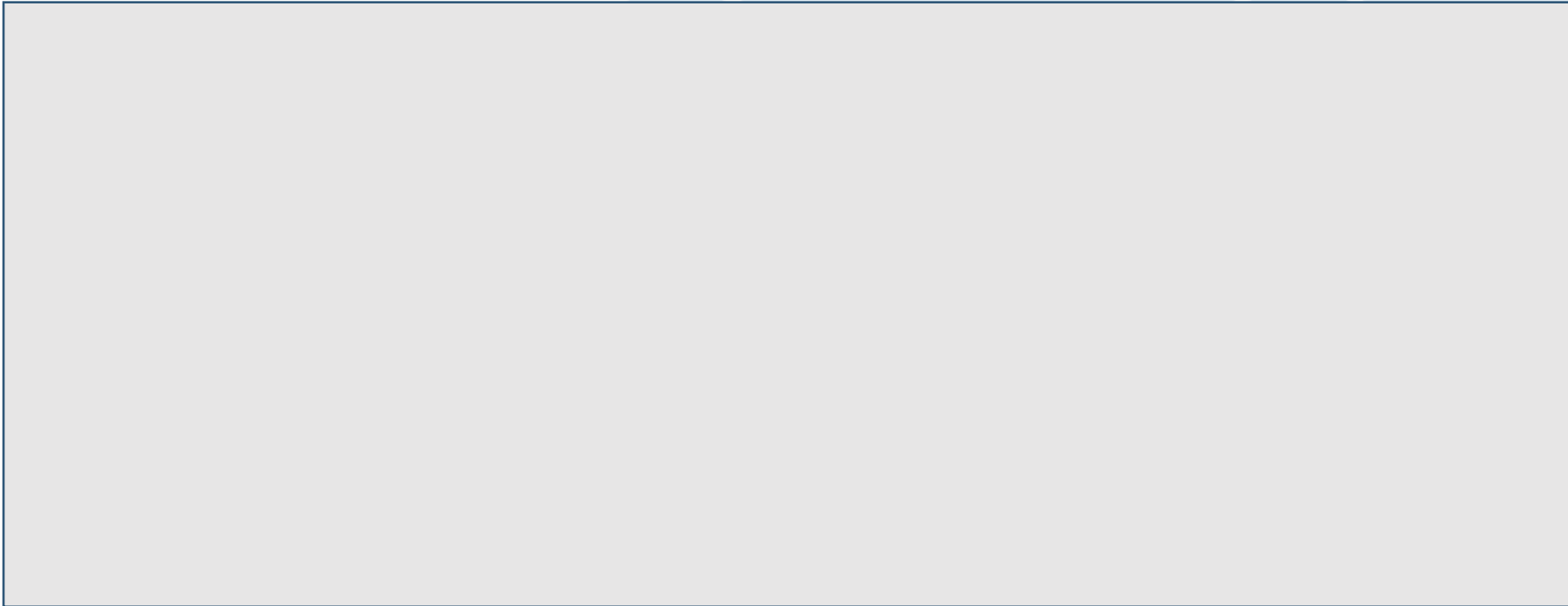
Benefits realised by ISO 14001



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ENVIRONMENTAL INFORMATION (If Applicable)

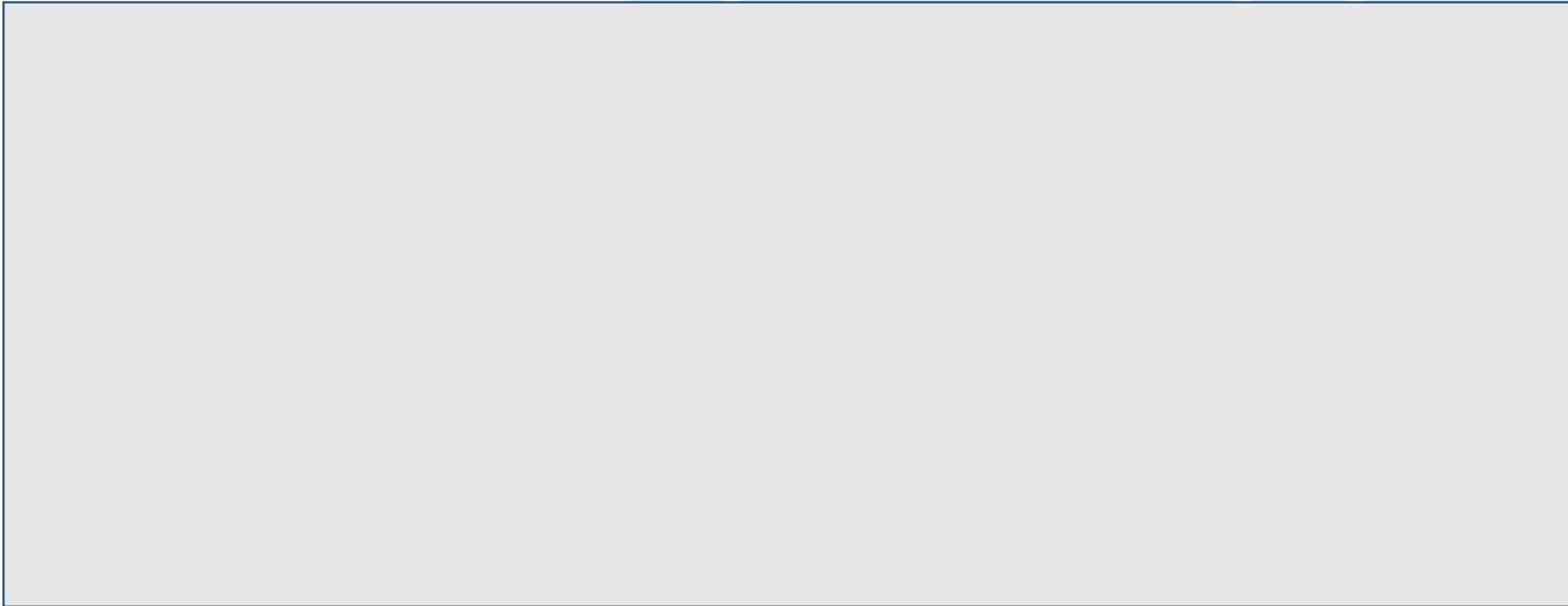
Social Upliftment Initiatives



*Information must apply to your past financial year

ENVIRONMENTAL INFORMATION (If Applicable)

Evidence of continual improvement



*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 2021/2022 year
- Latest valid BBBEE Certificate
- Environmental Policy and proof of ISO 14001 and other certifications if entering the environmental awards.
- 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, and are located within the borders of the Eastern and Southern Cape, including Klein Karoo region. Only the emerging exporter category can be entered by entities that have not been in operation for more than 2 years. 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 Event on 21 October 2022**, 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 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		
New contracts, clients and markets	10%	10%
Awards won and significant achievements	10%	5%
Entrepreneurial export flair, export innovation and overcoming obstacles		
Strategic innovation	15%	15%
Obstacles overcome	15%	15%
Transformation initiatives	5%	5%
Quantitative		
Turnover		
% increase in direct and indirect export turnover	15%	10%
% increase in number of direct and indirect unites exported	10%	10%
Profitability		
% increase in net profit before finance costs and tax	5%	5%
Sustainable job creation		
Jobs created as % of prior year work force	5%	5%
Skills development spend as % of payroll	5%	5%
Capital Investment		
% increase on prior year net book value	0%	10%
BBBEE		
Level achieved	5%	5%

JUDGING CRITERIA

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Environmental Award Weighting

Positive impact achieved on:

The environment	20%
Operating efficiency	5%
Working conditions	10%
Cost savings	5%
Waste management	15%
Initiatives to reduce carbon footprint	5%
Benefits realised from ISO 14001	10%
Social upliftment initiatives	15%
Evidence of continual improvement	15%