

| **BIODIVERSITY SECTOR INVESTMENT PORTAL INVESTMENT OPPORTUNITY (INVESTEE) APPLICATION FORM** |
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## APPLICATION PROCESS

Thank you for your interest in the Biodiversity Sector Investment Portal. This application forms part of a business case which will be presented to Investors and Intermediaries to provide funding or technical support for opportunities in the Biodiversity Sector.

This in-depth application has 14 sections and should take approximately 1 - 2 hours to complete. Each section has mandatory questions which need to be answered before proceeding to the next section. Take careful note of the character/word limits.

**Complete the Word document form (by typing your answers in the word document), to ensure you have all the answers to complete the online version. Once the word document is complete, Save the file with an appropriate name and email to info@biodiversityinvestment.co.za**

## 2. INVESTEE GENERAL INFORMATION

\*1. Which province is your enterprise in?

*(50 character limit)*

\*2. Enterprise Name (Existing business name or community project) *(50 character limit)*

\*3. Name of the key contact person responsible for additional programme or business information

| Name: |
| --- |
| Town/City: |
| Country: |
| Email: |
| Phone Number: |

\*4. Designation of key contact person *(e.g. CPA Chairman; business owner)*

*(50 character limit)*

5. Website address and/or social media accounts

| Website: | YouTube: |
| --- | --- |
| Facebook: | Twitter: |
| Instagram: | LinkedIn: |

\*6. Is your investment opportunity in the private or public sector?

☐ Private ☐ Public

\*7. Type of land ownership. *Choose appropriate answers*

☐ Land status is not applicable for opportunity

☐ Privately owned land

*(Refers to land that is owned by a natural person or juristic person, such as a company, close corporation or a trust. Land that is jointly owned by more than one natural or juristic person is also regarded as private land in the ambit of biodiversity stewardship)*

☐ Fully restituted land with title deeds

*(The relevant land has been transferred to a person/ community because of a successful land claim in terms of the Restitution of Land Rights Act, 1994. The relevant land is registered in the name of that person/ community)*

☐ Land restitution process underway

*(A land claim has been lodged by a person/ community in respect of the relevant land, and is being processed in terms of the Restitution of Land Rights Act, 1994)*

☐ Provincial Reserve

*(One of four main categories of protected areas defined in the Protected Areas Act. Also, a biodiversity stewardship option which falls under category 1 - protected areas, usually managed by provincial conservation authorities or by private landowners, CPAs or occupiers of communal land)*

☐ Successful land redistribution initiative

*(The relevant land has been transferred to a person/ community as part of a land redistribution initiative (not land restitution, as envisaged in the Restitution of Land Rights Act, 1994). The relevant land is registered in the name of that person/ community)*

☐ Other *(please specify - 50 character limit)*

\*8. Describe the current governance structure in place. *Choose appropriate answers*

☐ Community Property Association

*(CPAs are landholding institutions established under the Communal Property Associations Act No. 28 of 1996 (the CPA Act)*

☐ Joint Venture

*(A Joint Venture is strategic cooperation where two or more people and/or companies agree to contribute goods, services and/or capital to a common commercial enterprise for the purpose of a specific tender or request for proposal)*

☐ Private Limited

*(A private company is a firm held under private ownership. Private companies may issue stock and have shareholders, but their shares do not trade on public exchanges and are not issued through an initial public offering (IPO)*

☐ Sole Proprietor

*(A person who is the exclusive owner of a business, entitled to keep all profits after tax has been paid but liable for all losses, a sole trader)*

☐ Co-operatives

*(A co-operative is a business where a group of people get together voluntary to address their common needs)*

☐ Other professional services

☐ Provincial Management Authority

☐ Special Purpose Vehicle

*(A Special Purpose Vehicle (SPV) is a separate legal entity created by an organisation. The SPV is a distinct company with its own assets )*

☐ Other *(please specify - 50 character limit)*

\*9. Provide the name of the business entities responsible for economic activities

*50 character limit)*

\*10. Which SDGs are relevant to your investment opportunity?

*Choose appropriate answers*

☐ No Poverty ☐ Sustainability Cities & Communities

☐ Zero Hunger ☐ Responsible Consumption & Production

☐ Good Health & Wellbeing ☐ Climate Action

☐ Good Education ☐ Life Below Water

☐ Gender Equality ☐ Life on Land

☐ Clean Water & Sanitation ☐ Peace, Justice & Strong Institutions

☐ Affordable & Clean Energy ☐ Partnerships for the Goals

☐ Decent Work & Economic Growth

☐ Industry, Innovation& Infrastructure

☐ Reduced Inequality

\*11. Select broad categorisation for an investment opportunity.

*Choose top 2 investment opportunity*

☐ Wildlife economy

☐ Ecotourism

☐ Bioprospecting and bio trade

☐ Biodiversity stewardship

☐ Ecological infrastructure

\*12. ​​Land size (ha) - if applicable. Please list the total land owned which is available

for the enterprise as a whole number. *(Numeric answer only - e.g. 12300)*

13. What are the financial requirements for your enterprise? *(Estimate of total Infrastructure, Capital Expenditure and Working Capital*

☐ R0 - R499 999

☐ R500 000 - R5 million

☐ R5 million - R20 million

☐ R20 million - R50 million

☐ +R50 million

14. What are your non-financial requirements?

☐ Technical services

☐ Capacity Building

☐ Other *(please specify - 50 character limit)*

15. Applicable funding types. *Choose appropriate answers*

☐ Equity

☐ Debt

☐ Grant

☐ Other *(please specify – 50 character limit)*

\*16. What type of investment is required? *Choose appropriate answers*

☐ Capital expenditure

*(Funds required by enterprise for acquiring or maintaining fixed assets, such as land, buildings, and equipment)*

☐ Working Capital

*(Funds used day-to-day trading operations, calculated as the current assets minus the current liabilities)*

☐ Infrastructure

*(The basic physical and organisational structures and facilities (e.g. Buildings, roads, power supplies) needed for the operation or enterprise.)*

☐ Technical

☐ Other goods and services

☐ Other *(please specify – 50 character limit)*

\*17. Short Term Goal - in no more than 50 words briefly describe your goal

\*18. Project Vision - in no more than 500 words give a high-level detailed description

## 3. CURRENT & CORE OPERATIONS

\*19. Please describe what type of customers you have? e.g. domestic or foreign tourists; hunters etc. *(no more than 50 words)*

20. Wildlife Economy - how would you describe your current and core operations? *Choose all appropriate answers, if applicable*

☐ Hunting and hunting value chain

☐ Ranching and related value chain

☐ Safari and eco-tourism value chain

☐ Cultural and traditional activities

☐ Game meat value chain

☐ Other *(please specify - 50 character limit)*

21. Describe the current wildlife economy activities if applicable

*(1 line per activity - 150 character limit*

| Activity: |
| --- |
| Activity: |
| Activity: |
| Activity: |
| Activity: |

22. ​​ Bio-prospecting - how would you describe your current and core operations?

*Choose all appropriate answers, if applicable*

☐ Cultivation

☐ Harvesting

☐ Natural product manufacture

☐ Natural product retail

☐ Bio prospectors

☐ Other *(please specify – 50 character limit)*

23. Describe the current bioprospecting activities, if applicable

*(1 line per activity - 150 character limit)*

| Activity: |
| --- |
| Activity: |
| Activity: |
| Activity: |
| Activity: |

24. Ecotourism - how would you describe your current and core operations?

*Choose all appropriate answers, if applicable*

☐ Accommodation

☐ Activities

☐ Transportation

☐ Cultural and traditional activities

☐ Destination services

☐ Safaris

☐ Booking services

☐ Other *(please specify - 50 character limit)*

25. Describe the current ecotourism activities, if applicable

*(1 line per activity - 150 character limit)*

| Activity: |
| --- |
| Activity: |
| Activity: |
| Activity: |
| Activity: |

26. ​Ecological Infrastructure - how would you describe your current and core operations?

*Choose all appropriate answers, if applicable*

☐ Land/veld management

☐ Wetland management

☐ Rehabilitation/restoration

☐ Coastal/estuary management

☐ Invasive alien plant clearing and harvesting

☐ Invasive alien and plant benefaction

☐ Water security

☐ Water value chain

☐ Other *(please specify – 50 character limit)*

27. Describe the existing ecological infrastructure activities, if applicable

*(1 line per activity - 150 character limit)*

| Activity: |
| --- |
| Activity: |
| Activity: |
| Activity: |
| Activity: |

4. VALUE PROPOSITION, NEEDS & OUTCOMES

\*28. Provide a high-level description of enterprise investment opportunities

*(e.g. game stocks and supporting infrastructure; conference or lodge upgrade or construction; development of water rehabilitation system)*

*(1 line per activity - 100 character limit)*

| Opportunity: |
| --- |
| Opportunity: |
| Opportunity: |
| Opportunity: |
| Opportunity: |
| Opportunity: |
| Opportunity: |
| Opportunity: |
| Opportunity: |
| Opportunity: |

\*29. What is your business value proposition?

(*e.g. Protected Biodiversity Stewardship Site; Good investor support; Operating lodge; Vast wildlife stocks; Strong governance structures; Community-owned land; Inclusion of wildlife certification system)*

*(1 line per activity - 100 character limit)*

| Value proposition: |
| --- |
| Value proposition: |
| Value proposition: |
| Value proposition: |
| Value proposition: |
| Value proposition: |
| Value proposition: |
| Value proposition: |
| Value proposition: |
| Value proposition: |

\*30. What are your business key enablers? *(e.g. Upgrades to access roads, development of website showcasing various activities and accommodation etc.)*

*(1 line per activity - 100 character limit)*

| Key Enabler: |
| --- |
| Key Enabler: |
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| Key Enabler: |

\*31. Describe your intended outcomes and impacts

☐ Wildlife economy development

☐ Ecotourism development

☐ Jobs, skills and SMME and socio-economic development

☐ Expansion of protected areas

☐ Net Biodiversity gains

☐ Community livelihood and prosperity

☐ Food security

☐ Landscape restoration

☐ Improved basic services

☐ Ecosystem restoration

☐ Other *(please specify - 50 characters)*

5. BUSINESS MODEL AND OPERATIONS

*Choose only one appropriate answer*

\*32. Has a bankable feasibility study been conducted for the enterprise?

☐ Yes

☐ No

\*33. Is there a bankable business plan in place for the enterprise?

☐ Yes

☐ No

\*34. Is there a management plan in place for the enterprise?

☐ Yes

☐ No

\*35. Is there a comprehensive strategic plan in place, with a logical implementation framework for the enterprise?

☐ Yes

☐ No

\*36. Has a comprehensive RNA [Resource Needs Assessment] been undertaken to estimate the financial, technical and infrastructural resources required?

☐ Yes

☐ No

\*37. Is there a defined customer base or niche that represents effective demand for current products and services, and sustainable future sales?

☐ Yes

☐ No

\*38. Is there a marketing and communications plan in place?

☐ Yes

☐ No

\*39. Is the internal control environment (policies, SOP's etc.) strong, and based on documented standard operating procedures?

☐ Yes

☐ No

\* 40. Is there a competent management team promoting the enterprise plan?

☐ Yes

☐ No

\*41. Are all staff and management undergoing regular training in line with a skills development plan?

☐ Yes

☐ No

6. ENVIRONMENTAL IMPACT

*Choose only one appropriate answer*

\*42. Are all key environmental authorisations/permits required already in place?

☐ Yes

☐ No

\*43. Would the Investment Opportunity contribute towards biodiversity conservation?

☐ Yes

☐ No

☐ Not applicable

\*44. Does the Investment Opportunity fall under a CBA [Critical Biodiversity Area] or does it meet the minimum requirements for classification as a Protected Area or Biodiversity Stewardship Site?

☐ Yes

☐ No

☐ Not applicable

\*45. Is there a comprehensive site management plan in place for the enterprise?

☐ Yes

☐ No

☐ Not applicable

\*46. Are there programs for the training and development of community members to equip them with critical environmental conservation skills?

☐ Yes

☐ No

\* 47. Are proposed operations compliant with zonation e.g. land use stipulations?

☐ Yes

☐ No

\*48. Is there a recent EIA [Environment Impact Assessment] report (less than 5 years old) in place for the enterprise?

☐ Yes

☐ No

☐ Not applicable

\*49. Is the Investment Opportunity compliant with environmental laws, conservation and biodiversity management regulations?

☐ Yes

☐ No

\*50. Are all development plans subjected to ecological footprint estimations (and reduction measures), using conservation tools such as Environmental Impact Mitigation Hierarchy?

☐ Yes

☐ No

\*51. Is a pollution policy for the protection of air quality and prevention of ecological degradation in place and fully implemented?

☐ Yes

☐ No

\*52. Has a climate change response, adaptation and mitigation policy been developed and communicated effectively?

☐ Yes

☐ No

7. SOCIAL IMPACT

*Choose only one appropriate answer*

\*53. Does the enterprise have a health certificate?

☐ Yes

☐ No

☐ Not applicable

\*54. Does the enterprise have an approved client service charter or stakeholder? management policy?

☐ Yes

☐ No

☐ Not applicable

\*55. Are mechanisms in place for the transmission of value, wealth, profit or socio-economic benefits from Investment Opportunity operations to individuals and households or communities?

☐ Yes

☐ No

\*56. Do the current human resources policies align with approved standards?

☐ Yes

☐ No

\*57. Does the enterprise promote SMME development and value chain collaboration?

☐ Yes

☐ No

\*58. Does a policy exist to promote gender mainstreaming and diversity, and is compliance monitored by the board and management of the Investment Opportunity?

☐ Yes

☐ No

\*59. Are employment opportunities, paying basic minimum wages or better, to be created by the Investment Opportunity?

☐ Yes

☐ No

\*60. How many of the employment opportunities created to date have benefited women, youths, or people living with disabilities?

☐ More than 30%

☐ Less than 30%

8. GOVERNANCE STRUCTURES

*Choose only one appropriate answer*

\*61. Is the land ownership secure and protected by title deeds (whether held by a community vehicle or privately?

☐ Yes

☐ No

☐ Not applicable

\*62. Is the enterprise a designated Biodiversity Stewardship Site with Protected Area status? Evidence to be provided

☐ Yes

☐ No

☐ Not applicable

\*63. Do shareholders' agreements, or partnership agreements enable the community to exercise voting rights effectively?

☐ Yes

☐ No

☐ Not applicable

\*64. Do existing contracts and agreements allow the participation, and/or protect the interests, of new investors and lenders?

☐ Yes

☐ No

\*65. Do board minutes and resolutions demonstrate the existence of effective board and sub-committee or thematic structures?

☐ Yes

☐ No

☐ Not applicable

\*66. Are board members qualified to serve on the board; properly subjected to induction; continual professional development; and regular self-evaluation?

☐ Yes

☐ No

☐ Not applicable

\*67. Is a risk management policy in place, with evidence of strict adherence thereto?

☐ Yes

☐ No

\*68. Do transparency policies exist, including Anti-corruption, Anti-Money Laundering policies and are procedures followed?

☐ Yes

☐ No

\*69. Does the board engage actively with the community and other stakeholders, including regular reporting to shareholders (whether private, public, community, CPA) at least once a year?

☐ Yes

☐ No

☐ Not applicable

\*70. Does the board receive regular financial reports from management, supported by audited annual reports?

☐ Yes

☐ No

☐ Not applicable

\*71. Is the enterprise compliant with statutes and regulations? Evidenced by valid clearances or certification (including SARS, UIF, POPIA, COIDA). Evidence may be requested by Investors

☐ Compliant

☐ Non-compliant

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9. FINANCIAL ASSESSMENT

*Choose only one appropriate answer*

\*72. Is the total capital investment required (in terms of the RNA - Resource Needs Assessment) adequate to achieve the goals stated in the plans?

☐ Yes

☐ No

\*73. How much of the total capital investment has already been mobilised and injected to date (whether from investors, project owner, CPA)?

☐ Yes

☐ No

\*74. How much of the total capital injected to date is from the Investment Opportunity partner (whether land value, funding or other assets)?

☐ More than 25%

☐ Less than 25%

\*75. Does the Investment Opportunity have a financial model incorporating Statements of Income, Cashflows & Financial Position?

☐ Yes

☐ No

\*76. Is the historical cash flow positive in at least one reporting year within the last 3 years?

☐ Yes

☐ No

\*77. Has the operation posted a profit in at least one reporting year within the last 3 years?

☐ Yes

☐ No

\*78. Are short term assets sufficient to cover short term liabilities as they fall due?

☐ Yes

☐ No

\*79. Are the total assets greater than the total liabilities?

☐ Yes

☐ No

\*80. What is the projected average ROI (Return on Investment) per annum?

☐ More than 8%

☐ Less than 8%

\*81. What is the average PBP (Pay Back Period]) for the total Investment Opportunity?

☐ Less than 5 years

☐ More than 5 years

## 10. FINANCIAL: CURRENT OPERATING EXPENSES

82. Current annual operating expenses

*List and describe your annual expenses (150 character limit)*

| Item: |
| --- |
| Description: |
| Annual Expense: |

| Item: |
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| Description: |
| Annual Expense: |

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| Description: |
| Annual Expense: |

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## 11. FINANCIAL: CURRENT ANNUAL REVENUE

83. Current annual revenue

*List and describe your annual revenue (150 character limit)*

| Item: |
| --- |
| Description: |
| Annual Revenue: |

| Item: |
| --- |
| Description: |
| Annual Revenue: |

| Item: |
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| Annual Revenue: |

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## 12. FINANCIAL: INVESTMENT OPPORTUNITY FUNDING

In this section you are required to detail those items for which you are seeking investment. Investment opportunities are broken down into three categories.

1. Infrastructure Funding (Q82)
2. Capital Funding (Q83)
3. Working Capital (Q84)

Please complete the form giving a name to the item for which funding is required, together with a detailed description and amount required.

## \*84. Infrastructure Funding

List and describe the infrastructure for which funding is required *(e.g. Roads - grade 10 km gravel road; fencing - 100 km of game fencing required; upgrade water reticulation) (150 characters limit)*

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

85. Capital Funding

List and describe Capital Funding items for which funding is required *(e.g. vehicles - 3 safari vehicles, fixtures and fittings - 3 lodges) (150 character limit)*

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
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| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

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## 86. Working Capital

## List and describe your working capital items for which funding is required *(e.g. short term loans; salaries and wages) (150 character limit)*

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
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| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

| Item: |
| --- |
| Description: |
| Funding amount required: |

87. Please rank your top five (5) Investment items

*Highest priority item ranked as 1 and the lowest as number 5*

| Item 1: |
| --- |
| Item 2: |
| Item 3: |
| Item 4: |
| Item 5: |

## 13. DOCUMENT & IMAGE UPLOAD

## **Save your BUSINESS DOCUMENTS in .pdf or .doc formats**

## **Save IMAGES in .pdf, .jpeg or .png formats**

## 

Attach the following documentation to support your investment opportunity.

88. ☐ Business Plan

89. ☐ Management Plan

90. ☐ Other supporting documentation to support your business plan

91. ☐ GIS Spatial mapping information (Shape Files)

92. ☐ Google Map Link - if available

|  |
| --- |

93. ☐ Business logo - if available

94 - 96. ☐At least 3 images of your business / products / services - if available

97 - 98. ☐At least 2 video links - if available

|  |
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## 

14. DISCLAIMER

## Please note that personal and business information disclosed by the data subject(s), namely Investment Opportunity (Investees), Investors and Intermediaries, will be used only for the purpose of promotion, awareness, communications, events, social media, marketing and business to business activities regarding all aspects of the Biodiversity Sector Investment Portal between all data subjects and duly authorised third parties.

## \*99. You understand and agree that all information provided, whether personal or otherwise, may be used and processed by the Portal owners of this website, and such use may include placing supplied information in the public domain.

*Please choose appropriate answer*

☐ Agree

☐ Disagree

## \*100. You understand and allow the Biodiversity Sector Investment Portal to process the information to verify information received and to use it on the website.

*Please choose appropriate answer*

☐ Agree

☐ Disagree

Thank you for completing this investment opportunity application form and becoming part of the South African Biodiversity Investment Sector Portal.

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