1. **Evaluation criteria**

**Gate 1**: questions are considered go or no-go questions and should the questions be answered in the negative, then that opportunity will be denied already at the first gate

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| **BUSINESS MODEL AND OPERATIONS** | Code |  |
| Existing product or service | **B1** | Is there a defined range of nature-based products and services?  Yes=1 No=0 |
| Defined customers, consumer or off-taker | **B2** | Is there a defined offcustomer base or niche that represents effective  demand and sustainable future offtake or sales? Yes=1 No=0 |
| Basic skills | **B3** | Are the basic skills to deliver the product or service in place; and  committed to undertake regular training and skills development? Yes=1 No=0 |
| **FINANCIAL ASSESSMENT** | Code |  |
| Schedule of resources required | **F1** | Has a schedule of estimated financial, technical, infrastructural resource  needs been prepared? Yes=1 No=0 |
| Viability | **F2** | Is the total investment required adequate to achieve financial viability /  sustainability? Yes=1 No=0 |
| Scalability | **F3** | Can the operations be scaled up or replicated easily in future, in order  to increase impact. Yes=1 No=0 |
| **ENVIRONMENTAL IMPACT** | Code |  |
| Conservation of Biodiversity | **E1** | Would investment in this venture contribute towards biodiversity conservation?  Yes=1 No=0 |
| Raising environmental knowledge & awareness | **E2** | If supported, is the Applicant committed to equip themselves (and others  within their communities), with critical environmental conservation skills? Yes=1 No=0 |
| Action for ecological infrastructure | **E3** | Does the Applicant demonstrate committment to take action towards the  conservation and protection of ecosystems through fire control, flood control,  anti-poaching, IAP eradication, etc? Yes=1 No=0 |
| **SOCIAL IMPACT** | Code |  |
| Community impact & Equitable Transformation | **S1** | Would investment in this venture promote the transmission of value,  wealth, profit or socio-econmic benefit to individuals, households, and  communities? Yes=1 No=0 |
| Sustainable Labour and SMME development | **S2** | Would investment in the venture promote nature-based job creation, SMME development and value-chain collaboration within its local community? Yes=1 No=0 |
| Gender Mainstreaming & Diversity | **S3** | Would investment in this venture promote gender mainstreaming and diversity, or the empowerment of women, youth, and people living with disabilities? Yes=1 No=0 |
| **GOVERNANCE STRUCTURES** | Code | (IN RESPECT OF THE SITE) |
| Secure land & premises (ownership or lease) | **G1** | Has the Applicant secured appropriate premises or land (whether through ownership or stable lease), or platform from which to undertake the proposed venture ? Yes=1 No=0 |
| Partnership and shareholding arrangements | **G2** | Does a legal structure (sole proprietorship, partnership, company, trust or association) exist; with appropriate agreements that enable stakeholders to exercise rights effectively? Yes=1 No=0 |
| Compliance with legal and business obligations | **G3** | Is the Applicant in good legal and credit standing; and fully committed to comply with relevant regulations, and to uphold their legal obligations? Yes=1 No=0 |