

ESWATINI SUGAR ASSOCIATION

GUIDELINES TO APPLY FOR AN ALLOCATION FOR SALE OF SUGAR INTO REGIONAL MARKETS (SACU, SADC AND COMESA REGIONS)

These guidelines apply for those entities that wish to obtain allocations for selling Eswatini sugar into the following regional markets: Southern Africa Customs Union (SACU), Southern African Development Community (SADC), and the Common Market for Eastern and Southern Africa (COMESA).

1. REQUIREMENTS

The applicant must submit a Company Profile which outlines: description of the company; its ownership (including names and contact details of directors); nature of business; annual turnover; sugar portfolio as a proportion of rest of business; main suppliers and customers of sugar products. Other information required would include financial statements, company registration, VAT registration, import license (if required), and bank and business reference.

The applicant should further prove sugar trading experience. If there is no experience, equivalent experience in trading or marketing other commodities would be desirable.

The applicants can supplement with other information that would assist in supporting their application. ESA may also request more information.

It is only after a successful completion of this business fit assessment that negotiation on commercial terms can commence.

2. COMMERCIAL TERMS ASSESSMENT

The commercial terms assessment will involve a review of the commercial proposal in the following respects:

- Product type (including packaging) & quantity requirements
- Pricing
- Loading/off-take capabilities and schedule
- Period of contract

These guidelines do not in any way take away the ESA's full and absolute discretion to deal or not to deal with any person or entity for reasons not stated in these guidelines, especially in the interest of pursuing strategic business objectives.

3. CONTACT DETAILS

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