



## SOUTHERN AFRICA REGIONAL EXPORTERS AWARDS CRITERIA FOR SELECTION OF AWARD WINNERS

### AWARD CATEGORIES

- CAPITAL PROVIDER AWARD

### OVERALL CRITERIA

- BEST INSTRUMENTS/FACILITIES
- ACCESSIBILITY OF THE INSTRUMENTS/FACILITIES
- AFFORDABILITY
- SUSTAINABILITY
- RISK MITIGATION

### CRITERIA FOR SELECTION

#### **1. Best instruments/facilities {Score 20%}**

The judges will look at organizations that best describe the nature of the instruments/facilities they have developed and the eligibility criteria used for selection. The organization must demonstrate the innovative mix of the instruments or facilities they provide to exporters.

#### **2. Accessibility {Score 20%}**

The judges will look at organizations that best describe the ease by which exporters can access the instrument/facility. The provider should demonstrate that the instrument is designed in such a way that exporters are able to utilize the facility without incurring additional costs and that the facility is customized to the needs of exporters.

**3. Sustainability {Score 20%}**

The judges will look at the instruments potential to enable exporters to make profits and create value over a sustained period. The provider should demonstrate that the instrument is supported by internal systems which enable exporters to utilize it with minimal risks of the facility ending before the targeted deliverables are met by exporters.

**4. Affordability {Score 20%}**

The judges will assess the competitiveness of the pricing of the instrument to determine whether it is cost effective for exporters to utilize their instruments as opposed to other products in the market. Providers will be required to make reference to the pricing of other similar products that are available to exporters in the market.

**5. Risk Mitigation {Score 20%}**

The judges will assess the effectiveness of the mitigation measures that are put in place to mitigate against all real and perceived risk that are normally faced by exporters. Providers will have to provide detail of the mitigation measures put in place throughout the value chain of capital provision.

**Scoring method**

<b>SCORE</b>	<b>RATING</b>
<b>0-50</b>	<b>FAIR</b>
<b>50-70</b>	<b>GOOD</b>
<b>70-100</b>	<b>EXCELLENT</b>