



**ROYAL ESWATINI SUGAR CORPORATION
(RES)**

COMMERCIAL DIVISION

REQUEST FOR EXPRESSION OF INTEREST

RES011/CMMKT/2026

ETHANOL HAULAGE

ISSUE DATE: 20 MAY 2026

CLOSING TIME AND DATE: 11 JUNE 2026, 1000HRS

SECTION A : INTRODUCTION

The Royal Eswatini Sugar Corporation Limited (RES), located in the north-eastern Lowveld is one of the largest companies in Eswatini producing two-thirds of the country's sugar and a significant quantity of ethanol.

Listed on the Eswatini Stock Exchange, RES is owned by several hundred shareholders, the majority of whom are Tibiyo Taka Ngwane with 53.1%, followed by RCL Sugar International (Proprietary) Limited with 29.1%. Other shareholders include the Eswatini Government and the Nigerian Government. RES is the principal company for Mhlume Sugar Company Limited (MSCO), Royal Swaziland Distillers (Pty) Ltd, Mananga Sugar Packers (Pty) Ltd, RES Energy Company, Simunye Beverages and Quality Sugars (Pty) Ltd, which form the RES Group of companies. RES owns the Inyoni Yami Swaziland Irrigation Scheme, located in Tshaneni, which is involved in citrus production, cattle and game ranging, beef sales, and eco-tourism. RES also owns 35% of Enviro Applied Products, a liquid fertilizer producing company situated at Simunye Estate. The Corporation employs over 4,000 people who are accommodated within the estates.

RES manages about 22 800 hectares of irrigated sugar cane on two estates leased from the Swazi Nation and manages a further 1 870 hectares on behalf of third parties, which collectively deliver approximately 2.3 million tons of cane per season to two sugar mills, situated at Simunye and Mhlume. These two sugar mills produce more than 470,000 tons of sugar (96% Pol) in a normal season. RES also operates a Sugar Refinery situated at the Mhlume mill, which has a capacity of 170,000 tons of refined sugar. The Corporation also produces about 35.3 million litres of ethanol from the Distillery Plant which is situated adjacent to the Simunye sugar mill.

The Marketing & Logistics Department which is under the Commercial Division is responsible for the marketing, sales and distribution of ethanol to customers in SADC. Most of the selling prices are quoted delivered at place. This request for expression of interest is to establish an approved list of spot haulers who would subsequently be engaged commercially to convey various ethanol products to customers in accordance with the schedule of requirements in **Section B**.

SECTION B : SCHEDULE OF REQUIREMENTS

The Royal Eswatini Sugar Corporation Limited (RES) invites suitably qualified and compliant road haulage service providers to express their interests in the conveyance of ethanol products from its Simunye Distillery to regional SADC destinations for a period of 12 months, commencing on 01 July 2026, subject to annual reviews, in any or all of the three **lots** below;

1. Scope of Haulage

1.1 Indicative services may include the road conveyance of ethanol products in the following configurations:

Lot 1. Bulk Road Tankers

Lot 2. ISO Tanks

Lot 3. Containerized Hazardous Cargo (20ft / 40ft)

1.2 All movements will originate from the RES Distillery, Simunye, Eswatini, to various regional destinations.

2. Ethanol Products

2.1 The following products (information only) are to be conveyed by the service provider;

- a. White Rum: 95.7%
- b. Extra Neutral Alcohol (ENA): 96.4%
- c. Feints: 93%

2.2 Classification

- **UN Numbers:** UN 1170 / UN 3065
- **IMDG / ADR Class:** Class 3 - Flammable Liquids
- **Commodity Codes:** 22.07.1000 / 22.08.4099

3. Target Corridors

3.1 Service providers must express their interests for haulage of the above lots and also for the any or all of the following routes;

- a. Mozambique – Maputo
- b. Zimbabwe - Harare / Masvingo
- c. Malawi - Blantyre / Lilongwe
- d. Republic of South Africa Johannesburg / Pretoria / Richards Bay / Durban / Cape Town
- e. Zambia - Ndola / Lusaka

3.2 Service providers should demonstrate experience in operating in any or all of the above routes.

4. Operational and Compliance Expectations

- 4.1 Interested service providers must demonstrate capability in:
- a. Cross-border SADC operations
 - b. Dangerous Goods (DG) transport and compliance
 - c. Bonded and non-bonded transit movements
 - d. Customs documentation control and acquittals
 - e. Incident management and emergency response
- 4.2 Transit border clearance (ROG/bonded where applicable) is expected to be managed by the haulier, while import clearance remains the responsibility of the consignee.

5. Insurance and Risk Requirements (Mandatory)

- 5.1 Service provider must provide with their expression of interest copies of the following mandatory insurance policies;
- a. Goods-in-Transit (GIT) insurance
 - b. Public Liability insurance
 - c. Pollution / Environmental Liability cover
 - d. Remover of Goods in Bond (ROG)
- 5.2 Indicative excise exposure applies to ethanol cargo and full forfeiture may arise in the event of losses in transit.

6. Additional Value-Added Capabilities (Optional)

Service providers are entitled to indicate the availability of the following;

- 6.1 Real-time tracking / telematics
- 6.2 Escorting services
- 6.3 Border agent or clearing support
- 6.4 Emergency response arrangements



SECTION B1 : SCHEDULE OF FORMS

FORM A: SCHEDULE OF KEY PERSONNEL

The service provider shall state below the supervisory staff and number of manual staff that he intends to employ to service the eventual contract. The fullest possible details of the staff should be submitted.

1.1 Key Personnel

Designation	Name	Qualification	Relevant Experience (years)	CV supplied (Yes/No)	Permanent or Part-time
General Manager					
Operations Manager					
Accountant (assigned to RES Account)					
SHEQ Manager/Officer					

1.2 Other Personnel

- a. Drivers (no.).....
- b. Driver Assistants (no.).....
- c. Clerical Staff (no.).....

SECTION C. TERMS AND CONDITIONS

1. Site Meeting

- 1.1 There shall be no site meeting.
- 1.2 Service providers, on submission of an expression of interest, will be deemed to have fully acquainted themselves with site conditions, access thereto, local requirements, safety requirements laws and all aspects of the operation of the contract.

2. Submission of Interest

- 2.1 The expression of interest shall be deemed to be under consideration immediately after the closing date until RES makes an official intimation for further commercial engagement . Whilst the expression of interests are under consideration, service providers and or their representatives or other interested parties are advised to refrain from contacting RES by any means. If necessary, RES will obtain clarifications on the submitted expression of interest by requesting for such information from any or all the service providers, either in writing or through personal contacts, as may be considered necessary. RES reserves the right to eliminate from the evaluation a service provider contravening this provision.
- 2.2 RES reserves the right to modify or change the specifications or even cancel the request for expression of interest before the closing date and such modifications or changes will be intimated to the service providers in advance as and when decided.
- 2.3 Completed expression of interests documents must be submitted before **10:00am on Thursday 11 June 2026**, to the following virtual tender box;
 - a. Potential service providers who wish to submit their interests can do so using the following user profile:
 - Address; <http://www.res.co.sz/procurement/tenders.php>
 - //Tender Box
 - User Name: **RES011/CMMKT/2026**
 - Password: **DQsRwWDI**
 - b. The platform can only receive a maximum of **7MB** of each of the following file types: **Word, PDF, Winzip or Excel** documents. Any other file type or size above 7MB will not be retrieved and the expression of interest will be classified as a non-submission. **Please make multiple uploads and individual attachments if individual files exceed the limit.**
- 2.4 Documents submitted after the closing date and time will not be accepted.
- 2.5 Documents sent by fax, telex or emails sent to any RES employee will not be accepted.
- 2.6 Expression of interest documents will be opened immediately after **10:00AM on Thursday, 11 June 2026**.

3. Validity of Proposals

The expression of interest shall remain open for ninety (90) days after the closing date and time.

4. Request For Expression of Interest Documents

- 4.1 On receipt of this request, the service providers must, prior to submitting his documents, check all the ROI documents and should any discrepancy be detected by the service providers, he shall seek, in writing, a decision also in writing, of RES the true intent and meaning of the requirement.
- 4.2 RES cannot be held liable for the cost of any extra work that may be caused as a result of misunderstanding or misinterpretation of the request for expression of interest.
- 4.3 No unauthorized alteration or addition shall be made to the original text in any part of the request for expression of interest.
- 4.4 The onus is on service providers to furnish sufficient information for a full evaluation of service providers' capability by RES.
- 4.5 Service providers must provide the following information;
 - 4.5.1 A scanned copy of the service provider's latest audited financial statements (not older than two (2) years).
 - 4.5.2 Scanned copies of; Certificate of Incorporation, VAT registration and Tax Compliance Certificate.
 - 4.5.3 Company profile which must include at least three (3) trade references.
 - 4.5.4 Scanned copies of Valid Insurance Policies
 - 4.5.5 Scanned copies of Regulatory Compliance Evidence (DG certification, permits)
 - 4.5.6 Completed forms of **Section B1**

5. Costs Incurred by Servicer Provider

Participation in this process, or in relation to any matter concerning the request for expression interest, will be at the service provider's sole risk, cost and expense. RES will not be responsible in any circumstance for any costs or expenses incurred by any service providers in preparing or lodging an expression of interest or in taking part in the process.

6. Bribes, Gifts and Inducements

- 6.1 The listing onto the approved list of spot haulers, will be declared invalid if RES discovers that the service providers, or any person acting on his behalf, has offered, promised or given a bribe, gift or other inducement to an officer or employee of RES with the intention of influencing the listing of the service provider.

- 6.2 RES requires that service providers observe the highest standard of ethics during the procurement process and execution of contracts. When used in the present regulations, the following terms are defined as follows;
- 6.2.1 “corrupt practice” means the offering, giving, receiving, or soliciting of anything of value to influence the action of a company official in the procurement process or in contract execution; and
- 6.2.2 “fraudulent practice” means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of RES, and includes collusive practice among service providers (prior to or after submission) designed to deprive RES of the benefits of free and open competition;
- 6.3 Service providers and their officers, employees, agents and advisers must not engage in any collusion, anti-competitive conduct or any other similar conduct with any other service providers or any other person in relation to the preparation or submission of interests. In addition to any other remedies available under any law or any contract, RES may at its sole discretion immediately reject any expression of interest document submitted by a service providers that engaged in any collusive tendering, anti-competitive conduct or any other similar conduct with any other service providers or any other person in relation to this process.
- 6.4 Any collusion amongst service providers or between service providers and RES personnel is forbidden and discovery of any such act will be deemed fraudulent and will disqualify the service providers(s) and result in disciplinary action being taken against RES employee. The listing as approved spot hauler will be declared invalid if RES determines that the service providers, or any person acting on his behalf, has offered, promised or given a bribe, gift or other inducement to an officer or employee of RES with the intention of influencing the award of the contract.
- 6.5 Service providers are not entitled to contact any RES employee during the evaluation and selection period to ask for information on the evaluation. RES reserves the right to eliminate from the evaluation a service provider contravening this provision.

7. **Joint Ventures**

An expression of interest submitted by a joint venture of two or more firms must be accompanied by the document of establishment of the joint venture, duly registered and authenticated by a notary public or other official deputed to witness sworn statements, which precisely defines the conditions under which the joint venture will function, its duration, the persons authorized to represent it and who are obligated thereby, the participation of the several firms forming the joint venture, and any other information necessary to permit a full appraisal of its functioning.

8. **Jurisdiction**

- 8.1 The laws of the Kingdom of Eswatini shall apply to the contract created by the acceptance of an expression of interest.
- 8.2 Each service provider shall bind himself to accept Eswatini legislation and the jurisdiction of the Courts of Law of Eswatini throughout the selection and contract period.

9. Domicilium

- 9.1 Service provider shall indicate a place in Eswatini, South Africa or elsewhere, and specify it in their expression of interest, as their domicilium citandi et executandi, where legal process and any official communication may be served on them.
- 9.2 Any correspondence delivered at this address shall be deemed to have reached the service provider.

10. Waiver

The submission of any expression of interest connected with these requirements shall constitute an agreement that the service providers shall have no cause of action or claim against RES for rejection of his expression. RES shall always be at liberty to reject or accept any expression of interest at her sole discretion and any such action will not be called into question and the service provider shall have no claim in that regard against RES.

11. Terms of Contract

- 11.1 Prior to the expiry of the validity period, RES will notify the successful service providers in writing that their expressions have been successful through a letter informing them that they have been short-listed for commercial engagement.
- 11.2 The short-listed service providers will be requested to submit prices for the proposed Lot. A “Letter of Award” will be issued to success service providers and be formally appointed as approved spot haulers after their offered prices have been accepted.
- 11.3 The eventual contract shall be based on the Royal Eswatini Sugar Corporation Terms and Condition of Purchase for Services, this Request for Expression of Interest, the subsequent Request for Quotations and the Letter of Award.

12. Application RES Price Structure

- 12.1 Prices are not required to be submitted with the expression of interest
- 12.2 It is your responsibility to ascertain and ensure full compliance with all applicable import regulations and tax laws, including VAT, withholding tax, and any other statutory levies related to the importation of equipment, materials, and manpower into Eswatini.
- 12.3 A withholding tax of 15% shall be applied in accordance with the Income Tax Order of 1975 (as amended) on payments relating to services rendered by non-resident contractors on-site and/or within Eswatini. RES is required, by law, to deduct, and remit this tax from the contractor’s payment to the Eswatini Revenue Service (ERS). RES will provide all relevant documentary proof of any deduction and the remittance thereof. No gross-up or adjustment to contract value may be charged to compensate for withholding tax obligations unless expressly agreed in writing by RES.

13. Payment Terms

- 13.1 Standard payment terms for RES is payment via Electronic Funds Transfer after thirty 30 days of delivery of required of goods and/ or services and submission of a tax invoice, delivery note and payment statement.
- 13.2 Should the service providers require upfront or advance payment with the placement of an order or award of the contract, the service providers has to provide RES with a bank guarantee or bond equivalent to the upfront payment from a world class recognized bank. The bank guarantee or bond shall be valid until the risk of ownership of the goods and services is transferred from the service providers to RES.

14. Qualification of Expression of Interest

- 14.1 Qualifications in the nature of statements or interpretation of the ROI documents shall be avoided and any point of difficulty of interpretation shall be cleared with RES as early as possible during the enquiry period.
- 14.2 RES reserves the right to reject any expression of interest document containing any form of qualification. Should a service provider, notwithstanding the above, wish to qualify his submission in any respect, then he may do so by setting out explicitly, the full details of such qualification on a separate covering letter.
- 14.3 In the absence of any such qualifications, the contents of the expression of interest documents will be deemed to be qualified.
- 14.4 Should the service providers have any doubts as to the meaning of any portion of the ROI documents, he shall, provided that the meaning has not been clarified, set out his interpretation in the covering letter.
- 14.5 By submission of the expression of interest, the service providers implicitly certifies that:
 - 14.5.1 the expression of interest have been arrived at independently without consultation, communication or agreement for the purpose of restricting competition, as to any matter relating to such prices, with any other service providers or competitor;
 - 14.5.2 no attempt has been made or will be made by the service providers to induce any other service providers or competitor to submit or abstain from submitting an expression of interest for the purpose of restricting competition.

15. General

- 15.1 No expression of interest may be withdrawn during the adjudication process, i.e. interval between the deadline for submission and the expiration of the validity period.
- 15.2 Service providers are advised to fill in all the necessary information in the tables provided. The interest may not be accepted if all relevant tables and all the information required have not been filled in.

- 15.3 Any document submitted in reply to this request for expression of interest shall become the property of RES. RES will use commercially confidential or proprietary information solely for the purpose of the evaluation of the expression of interest and the selection of a suitable spot hauler.
- 15.4 If the service providers has any doubts as to the meaning of any portion of this document, he should set out in his covering letter the interpretation on which he relies.
- 15.5 The ROI document consists of the documents described below together with any variation thereto issued in accordance with clause 15.8 hereinafter:
- | | | |
|----|--------------------------|-------------------|
| a. | Introduction | SECTION A |
| b. | Schedule of Requirements | SECTION B |
| c. | Schedule of Forms | SECTION B1 |
| d. | Terms and Conditions | SECTION C |
| e. | Evaluation Criteria | SECTION D |
- 15.6 If for any reason before the closing date, it becomes necessary to vary the ROI documents, a variation will be issued to all service providers.
- 15.7 Service providers may be requested to make presentations to the Adjudication Committee.
- 15.8 Any query in connection with the Request for Expression of Interest must be submitted in writing

Yours Faithfully



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SECTION D. EVALUATION CRITERIA

1. The supplier evaluation criteria shall be made up of four main categories:
 - A. Responsiveness to schedule of requirements which shall carry 5 points;
 - B. Service provider`s capability to deliver shall carry a total weighting of 50 points;
2. The evaluation process shall begin with an assessment of the responsiveness. An expression of interest that obtains less than 2.5 points shall be disqualified.
3. The second phase of the process shall be the assessment of the Capability to deliver which includes; Resources Assessment, Technical Assessment and Risk Assessment. A submission that obtains less than 35 points in this category (excluding responsiveness) shall be disqualified and not assessed on the financial element.

A. Responsiveness Assessment

The document compliance shall be assessed first. Any expression of interest which obtains less than 50% of the points in this category shall be deemed non-responsive and shall be disqualified from participating any further in the evaluation process. This will determine whether:

- i. all required documentation¹ and information has been submitted;
- ii. the document has been submitted in the correct format and
- iii. the correct number of legible copies has been submitted
- iv. information about shareholding and directors – form J & C
- v. company profile and financial statements

B. Capability

Secondly, the process will then assess whether the service providers has the means and adequate resources and technical capabilities to complete the scope of the order/contract, including assessing any associated operational and business risk. Any expression of interest that obtains less than 50% of the points in this category (excluding points obtained from the Document Compliance) shall be deemed unfit to deliver the RES order / contract and shall be disqualified from participating any further in the evaluation process. To determine the ability of a service providers to deliver, the following three components will be assessed;

Trading Licenses; Tax clearance; Audited financial statements; Valid Joint venture agreements, where necessary etc.

I. Resources Assessment

This will address the experience of the service providers as well as the capability and qualifications of the key personnel who will be operating under the contract, including the management and supervisory back up. Where appropriate, reference checks are essential and must cover aspects such as:

- i. The service provider's track record: i.e. past performance of similar contracts; industry knowledge;
- ii. The availability of trade references (A list of suitable references is to be developed to support this process);
- iii. The service provider's financial capacity to obtain adequate funding for the services (to be ascertained through audited financial statements no more than 2 years old).
- iv. The contractors managerial capacity (as evidenced by sound management practices as well as qualifications, experience and extent of involvement/availability of key personnel and supervisory staff) to deliver the goods and services. Curriculum vitae's of the proposed project team setting out in detail their function and technical expertise.

II. Technical Assessment

The technical assessment will establish whether the expression of interest meets the requirements set out in the schedule of requirement and, if not, the significance of any variation from that specification. Where the service provider's own plant/equipment are proposed to be used, establish the availability of such plant/equipment required to provide the services. Particular focus should be on quality of service; standard of performance; post service support/after sales service and related issues.

Alternative Proposal (if any)

This will appraise the acceptability of any contractual qualifications, variations or deviations from the schedule of requirement, particularly where these propose variations to schedules of delivery or quality. The cost and other effects of any acceptable qualifications will need to be taken into account. The adjudication committee will consider and evaluate one of presented options and ignore all others.

III. Risk Assessment

The assessment will establish all risk factors which may be prejudicial to RES and performance of the eventual list and engagement. This may include ascertaining the integrity and general conduct in business dealings, professional conduct of the service provider's directors and senior management; compliance with the law and encumbrance which may hinder due performance under the contract. This may involve investigations into whether any of the directors and senior managers have criminal records in connection with corruption, fraud, theft or forgery; financial track record of the contractor etc.

EVALUATION CRITERIA AND WEIGHTINGS

Criteria Elements	Points
<p>1. Documentation Compliance²</p> <p>Extent to which expression of interest documents comply with RES terms and conditions as set out in this enquiry;</p> <p>Legal capacity of service providers. i.e. certificate of incorporation, trading licence, tax compliance certificates, form C, form J, including validity of partnerships and joint ventures, where applicable.</p> <p>Brief company profile and financial statements (to assist in the evaluation of the service provider's capacity to provide the haulage services)</p>	5
<p>2. Resources</p> <p>Resource allocation and organization and how this will fit into the overall project structure;</p> <p>Financial capacity to undertake the project, based on financial statements - the liquidity of the service providers and ability to service additional funding;</p> <p>Availability of funding for the project;</p> <p>Reputation/brand/size of service providers;</p> <p>Key Personnel & their experience;</p> <p>Key personnel commitment to this project as a percentage of their total time;</p> <p>Trade references. A list of relevant/similar projects completed within the last three years, complete with dates, descriptions, project cost;</p>	22
<p>3. Technical</p> <p>Quality of the service, i.e. extent to which it meets schedule of requirements;</p> <p>Standard of performance based on previous services and experiences in other related organizations; compatibility with services within RES;</p> <p>Post service support or after sales service; training and related issues; availability of spares; warranties.</p>	16

² If a service provider scores below 2.5 points, the expression of interest will be disqualified.

4. Risk Assessment

All risk factors which may be prejudicial to RES and performance of the contract, including but not limited to availability of resources (human, financial or suitable equipment for the service) or extent of the service provider`s commitment in other clients;

Size of each lot on the schedule of requirement in relation to the size and turnover of the service provider in order to determine the ability to complete contracts;

Level of exposure by RES to on sole supplier or sole proprietor;

Ascertaining the integrity and general conduct in business dealings, professional conduct of the service provider`s directors and senior management;

Compliance with all applicable laws and regulations;

Circumstances which may expose RES and hinder due performance under the contract, e.g. criminal records in connection with corruption, fraud, theft or forgery by the service provider`s directors and management, etc.

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