

## 12-I TAX ALLOWANCE PROGRAMME

### Additional information to be submitted as an annexure to the application form

#### 1. Pricing Practices

- Provide a detailed elaboration of the pricing methodology by which sales prices for the **domestic** market are arrived at;
- Provide a detailed elaboration of the pricing methodology by which sales prices for major **export** markets are arrived at;
- What has the actual selling price per product in the **domestic** market over the last three years been and the projected selling price over the coming year;
- What has the actual selling price per product in major **export** markets over the last three years been and the projected selling price over the coming year.

#### 2. Distribution Channels

Provide detailed information on **domestic** distribution channels used or to be used including a breakdown of direct sales of the products to the final customer versus intermediate sales through agents or traders.

#### 3. Global Competitiveness

How will the project contribute to the global competitiveness of downstream users in South Africa relative to their international competitors, in particular with respect to a comparison between the price they face in the **domestic** market in relation to comparable prices in the project's major **export** markets.

#### 4. Competition

Please provide full details on any investigations and findings by competition authorities either in South Africa or in other jurisdictions in relation to the company as and in particular in relation to the specific products that the project will produce and sell.

#### 5. Innovation

Does the project represent incontestable innovative processes (technology) relative to other projects in the same sector in SA and/or abroad? Kindly motivate your response.