CONSTITUTION OF THE SOUTH AFRICA ENERGY STORAGE ASSOCIATION

CONSTITUTION OF THE SOUTH AFRICAN ENERGY STORAGE
Name ..... 3
Definitions ..... 3
Vision and Mission ..... 7
Legal Status ..... 7
Prohibitions and Limitations ..... 7
Objectives and Powers ..... 8
Membership ..... 9
Management of the Association ..... 20
Funds and Accounts ..... 33
Accounting Officer ..... 34
Financial Year ..... 35
Meetings of the Association ..... 35
Observers ..... 40
Minutes and records ..... 40
External Communication ..... 41
Use of the Association and its name by third parties ..... 41
Indemnity ..... 41
Notices ..... 42
Domicilium citandi et executandi ..... 42
Changes to the Constitution ..... 42
Dissolution ..... 43
Transitional Arrangements ..... 43

## CONSTITUTION OF THE SOUTH AFRICAN ENERGY STORAGE ASSOCIATION

## Name

1.1 The Association constituted by this document shall be called the South African Energy Storage Association.
1.2 Its name shall be abbreviated as SAESA.

## Definitions

2.1 In this Constitution the following words shall, unless otherwise stated or inconsistent with the context in which they appear, bear the following meanings and other words derived from the same origins as such words (that is, cognate words) shall bear corresponding meanings:

| 2.1.1 | "Administrative | the Commissioner defined in article |
| :---: | :---: | :---: |
|  | Officer" | 8.2.4.3 who is appointed in terms of article |
|  |  | 8.2.3.2 and whose role is set out in article |
|  |  | 8.5; |
| 2.1.2 | "Alternate | the Member's representative nominated |
|  | Representative" | in terms of article 7.6; |
| 2.1.3 | "Annual Fees" | the annual membership fees payable by |
|  |  | Members in terms of article 7.5; |
| 2.1.4 | "Annual General | a meeting convened annually in terms of |
|  | Meeting" | article 12.3; |
| 2.1.5 | "Associate" | a person belonging to the class of |
|  |  | Members defined in article 7.1.4; |
| 2.1.6 | "Association" | the South African Energy Storage Association; |
| 2.1.7 | "Association Bank |  |
|  | Account" | the bank account opened for the Association, and in the name of the Association in terms of Article 9 . |


| 2.1 .8 | "Casual Member" | a person admitted to the class of |
| :---: | :---: | :---: |
|  |  | Members defined in article 7.2.3; |
| 2.1 .9 | "Chairperson" | the person defined in article 8.3 and |
|  |  | appointed in terms of article 8.2.3.2.2, whose role is set out in article 8.3; |
| 2.1.10 | "Commissioner" | a member of the Management Committee; |
| 2.1.11 | "Communications | the Commissioner referred to in article |
|  | Officer" | 15.1; |
| 2.1.12 | "Constitution" | the Constitution of the Association and any annexures hereto, as may be amended from time to time; |
| 2.1.13 | "Executive | the person referred to in article 8.1.3.1; |
|  | Director" |  |
| 2.1.14 | "Exceptional | an application for membership made, in |
|  | Application" | terms of article 7.3.3; |
| 2.1.15 | "Final Agenda" | the agenda to be circulated by the |
|  |  | Administrative Officer in terms of article 12.2.3.3; |
| 2.1.16 | "General Meeting" | a meeting convened in terms of article |
|  |  | 12.1.1; |
| 2.1.17 | "Initial Annual | the initial Annual Fees specified in |
|  | Fees" | article 21.3; |
| 2.1.18 | "Intended - | a resolution that may be passed by the |
|  | Resolution" | Management Committee to exclude or expel a Member in terms of article |
|  |  | 7.10.3; |
| 2.1.19 | "Interim | the committee referred to in article 21 |
|  | Management | that shall assume the functions of the |
|  | Committee" | Management Committee until a duly |
|  |  | elected Management Committee is |

instituted in accordance with the provisions of article 7;

| 2.1.20 | "Management | the committee elected and instituted in |
| :---: | :---: | :---: |
|  | Committee" | terms of 8.2 that is charged with the management of the Association; |
| 2.1.21 | "Member" | any person admitted as a member in terms of article 7.3; |
| 2.1.22 | "Members" | Full Member and Ordinary Members |
| 2.1.23 | "Nominated | a person nominated to represent a |
|  | Representative" | Member in terms of article 7.6.1; |
| 2.1.24 | "Observer" | any person invited to attend a General or Special General Meeting in terms of article 12; |
| 2.1.25 | "Ordinary | any person belonging to the class of |
|  | Member" | Members defined in article 7.1.3; |
| 2.1.26 | "Commissioner" | one of the Commissioners elected to the Management Committee in terms of article 8.2; |
| 2.1.27 | "Energy Storage" | A chemical, mechanical or other type of method of moving electricity from one time period to another; |
| 2.1.28 | "Secret Ballot" | a vote in which each person's choice is kept secret and the totalled votes are made public; |
| 2.1.29 | "Simple Majority" | simple majority is obtained when a matter is put to the vote and more than $51 \%$ of the voters, present and eligible to vote, vote in favour of the decision to be made; |
| 2.1.30 | "South Africa" | the Republic of South Africa; |


| 2.1.31 | "Special General | a meeting called and conducted in terms |
| :---: | :---: | :---: |
|  | Meeting" | of article 12.4; |
| 2.1.32 | "Special <br> Resolution" | a resolution that is passed when $75 \%$ of the voters, present and eligible to vote, vote in favour thereof; |
| 2.1.33 | "Full Member (FM)" | a person belonging to the class of Members defined in article 7.1.2; |
| 2.1.34 | "Full Member (FM) Commissioner" | one of the Commissioners elected to the Management Committee; |
| 2.1.35 | "Subscription Fees" | a once-off joining fee that shall be payable by applicants, in terms of article 7.5.3, before their admission into membership of the Association; |
| 2.1.36 | "Terms of - | an agreement concluded in terms of |
|  | Sponsorship | article 7.3.1.3 between a prospective |
|  | Agreement" | Sponsor and the Association; |
| 2.1.37 | "Treasurer" | the Commissioner appointed in terms of article 8.2.3.2.1.2 whose role is set out in article 8.6; |
| 2.1.38 | "Vice- <br> Chairperson" | the Commissioner appointed in terms of article 8.2.3.2.1.1 whose role is set out in article 8.4.2.2 Unless otherwise stated, any reference to "article" shall be a reference to an article of this Constitution. |

## Vision and Mission

### 3.1 Vision:

3.1.1. To guide policy to allow for the accessibility of storage projects.
3.1.2. To advocate and advance the energy storage industry in SA.
3.2 Mission:
3.2.1. To create a more resilient, accessible, efficient, sustainable, and affordable energy system in Africa.
3.2.2. To educate stakeholders, advocate for public policies, accelerate energy storage growth, and add value to the energy storage industry.

## Legal Status

This Association has the legal status of a body corporate under the common law of the Republic of South Africa, known as a universities personarum. The Association shall therefore:
4.1 exist in its own right, separate and distinct from its Members;
4.2 enjoy perpetual existence;
4.3 be able to own property and other possessions, and
4.4 be able to sue and be sued in its own name.

## Prohibitions and Limitations

5.1 The Association limits the liability of its Members, Commissioners and any other office bearer to the amount of R2.00 each.
5.2 No Member, Commissioner or other office bearer has any right, title, claim or interest to the assets and/or property of the Association by reason of their status in the Association.
5.3 The Association shall only alienate immovable property or real rights of which it is the owner after a Special Resolution has been passed by Members in a General Meeting in favour of such alienation.

## Objectives and Powers

6.1 The Association aims to promote Energy Storage in South Africa and Africa and to assist its Members in their business development in these markets by:
6.1.1 representing the Energy Storage Industry before political institutions in all forums within South Africa and assisting in an advisory role within the Southern African Development Community region and other African regions when requested to do so;
6.1.2 informing its Members on the latest legislative developments;
6.1.3 anticipating legislation having a potential impact on the sector;
6.1.4 advising key decision makers on the most adequate policies to develop a sustainable Energy Storage Market;
6.1.5 mobilising the sector by way of working groups and workshops to define clear positions representing the views of the majority of the industry on political, technical and economic issues;
6.1.6 promoting a higher usage of the technology in the public and private sectors;
6.1.7 facilitating business-to-business contacts among industry stakeholders;
6.1.8 supporting national organisations in achieving their local objectives;
6.1.9 coordinating with other energy industry groups on increasing awareness and proactive interventions from government stakeholders around common issues; and
6.1.10 organising conferences where energy storage has strong potential and requires additional support.
6.1.11 liaising with energy storage organisations from other geographies to both export and import best practices in terms of policy, standards and market engagement;
6.2 In pursuing its objectives, the Association shall have such powers as are normally associated with an universitas personarum under the common law of South Africa.

## Membership

### 7.1 Classes of Members

7.1.1 The following classes of Members shall be recognised in the Association:
7.1.1.1 Full Members; (FM)
7.1.1.2 Ordinary Members;
7.1.1.3 Associates; and
7.1.1. Observers.
7.1.2
7.1.2.1 FM are a financial contributor to the Association. In addition to the criteria detailed in article 6.2 below and such other criteria as may be used by the Management Committee to assess an applicant's eligibility for membership as a Sponsor, admission to this group of membership shall be determined by an applicant's willingness and ability to financially contribute to the Association.
7.1.2.2
7.1.3.1
7.1.3.1.1
7.1.3.1.2 meet every other criterion of eligibility for membership as a
FM.
7.1.3.1.2 meet every other criterion of eligibility for membership as a
FM. FM.
7.1.3.3

FM votes shall carry the most weight in any decision-making process of the Association. However, FM' votes may be weighted differently and the weighting to be attached to each FM's vote shall determine by the Terms of Agreement negotiated and concluded in terms of article 7.3.1.

### 7.1.3

contribute financially a lesser amount than a FM to the Association in the manner required of FM's; but

Ordinary Members' votes shall carry less weight than FM' votes
in any decision-making process of the Association unless this Constitution specifically provides otherwise.

| 7.1.4 | Associates |
| :--- | :--- |
| 7.1.4.1 | Associates shall be Members who meet the criteria detailed in article |
|  | 7.2.2. Associates shall have limited opportunities to: |

7.1.4.1.1
7.1.4.1.2
7.1.4.2
7.1.4.3 Associates' votes shall bear no weight in any decision-making process of
the Association.
7.1.5 Observers
7.1.5.1 Subject to the provisions of article 7.2.3, Membership as an Observer shall be open to all individuals who have an interest in the activities of the Association,
7.1.5.2.1 no voting rights;
7.1.5.2.2 limited access to information; and
7.1.5.2.3 limited opportunities to participate in and stimulate discussions or debates that may arise in any meeting of the Association.
7.1.5.2.4

Observers shall have no seats in the Management Committee.

### 7.2 Qualification Criteria

7.2.1

FM and Ordinary Members

Membership, as a FM or an Ordinary Member, shall only be open to companies and organisations with commercial or developmental interest in the Energy Storage in South Africa.

### 7.2.2 Associates

7.2.2.1.1
7.2.2.1.2
7.2.2.2
7.2.3.1
7.2.3.1.1
7.2.3.1.2
7.2.3.2

### 7.2.3

Membership as an Associate shall be open to all-natural persons, companies or institutions that have: newsletters from the Association in terms of any South African legislation which provides for the protection of personal information; and
paid such Subscription and Annual Fees as may be prescribed for Associates from time to time.

Associates need not have any commercial or developmental interests in the Energy Storage Industry in South Africa

Causal Members need not have any commercial or developmental interests in the Energy Storage Industry in South Africa.

### 7.3 Application Process

### 7.3.1 $\quad$ Application for membership as a FM

7.3.1.1 The FM class of membership will not be open for membership until such time as may be designated by the Management Committee, acting in consultation with the Ordinary Members and with the approval of the Ordinary Members of the Association.
7.3.1.2
7.3.1.3
7.3.1.4
7.3.1.4.1
7.3.1.4.2
7.3.1.6
7.3.1.6. 1
7.3.1.6.2
7.3.1.7

A prospective FM shall only become a FM upon full settlement of the applicable Subscription and Annual Fees.

### 7.3.2 Application for membership as an Ordinary Member or an Associate or as a Casual Member

7.3.2.1 All membership applications are subject to approval of the Management Committee. Any person who is eligible for membership of the Association as an Ordinary Member, or an Associate may apply to the Management Committee for admission to the desired class of Members in writing, signed by the applicant in the form that the Management Committee may from time to time determine. The Management Committee is entitled to request such information or evidence for eligibility of membership as it may deem necessary.
7.3.2.2 The Management Committee will consider any application for membership and if it is reasonably satisfied that the applicant is eligible for membership as an Ordinary Member, an Associate or a Casual Member, as the case may be, the Management Committee shall:
7.3.2.2.1 notify the applicant of such eligibility in writing; and
7.3.2.2.2 request full settlement of the relevant Subscription and Annual Fees.
7.3.2.3 Applicants will only be admitted into membership upon full settlement of the fees referred to in article 7.3.2.2.2.
7.3.2.4 If any application for prospective membership is refused, the Management Committee shall give the unsuccessful applicant written reasons, which reasons shall be in the public domain.
7.3.2.5

A party whose application for membership has been refused may request that the refusal be reviewed at the following General Meeting. The unsuccessful applicant shall be admitted into membership following a vote in favour of such admission by all paid up FM and Ordinary Members present at the General Meeting. Such request should be directed to the Administrative Officer within 3 months of the refusal.

### 7.3.3 Exceptional applications for membership

7.3.3.1 Parties that do not comply with the membership criteria for their desired class of membership may lodge an exceptional application for membership ("Exceptional Application") to the Management Committee through the Administrative Officer.
7.3.3.2
7.3.3.3
7.3.4

The Application for Membership for is attached in Annexe "A"

### 7.4 Obligations of Members

7.4.1 All Members shall be bound to further, to the best of their ability, the objectives and interests of the Association.
7.4.2 Members shall comply with the Constitution and with the instructions of the Management Committee and shall accept the Management Committee's authority as binding.
7.4.3 Members shall not act in a manner prejudicial to the interests of the Association.
7.4.4 Members shall comply with the Competition and Antitrust provisions set out in the Competition Act, 1998, as amended from time to time. The Antitrust Guidelines are attached as Annexe "B"
7.4.5 No Member shall pass confidential information including, but not limited to, any documents, records, interviews or minutes obtained or created through the activities of the Association to non-members.
7.4.6 No Member shall make any statement, whether orally or in writing, to the press, television or radio, representing such statement as the policy or view ofthe Association, unless expressly authorised to do so by the Management Committee. The Management Committee shall not authorise any Member to make any statement that is contrary to this Constitution and the objectives of the Association.
7.4.7 A Member shall keep the Association notified, in writing, of any change of its address and unless and until such notification has been received by the Association, a Member's address for Association purposes shall be deemed
to be the last address of the Member appearing in the Association's register of Members.
7.4.8 No Member may use the Association and the name of the Association directly or indirectly for commercial gain in any manner that contravenes the provisions of this Constitution.
7.4.9 If any Member wilfully refuses or neglects to comply with the provisions of this Constitution, or is guilty of any conduct which in the opinion of the Management Committee is unbefitting of a Member or prejudicial to the interests of the Association, the Management Committee will have the power to pass a resolution that excludes or expels such Member from the Association, during any meeting of the Management Committee provided that the provisions of article 7.10 .3 of this Constitution, mutatis mutandis, applies.

## $7.5 \quad$ Fees

7.5.1 The annual membership fees ("Annual Fees") payable for each financial year shall be determined by the Management Committee from time to time, and shall be communicated, in writing, to Members and prospective Members, where relevant.
7.5.2 FM's shall pay the highest Annual Fees, followed by Ordinary Members who shall pay lower Annual Fees. Associates and Observers will pay no Subscription Fees
7.5.3 Annual Fees shall be the membership fees of the Association and shall be payable annually in advance.
7.5.4 Interest shall be payable on late payments of any Annual Fees of SARS rate of $13 \%$.
7.5.5 If the Annual Fees of any Member remains unpaid for a period of 2 calendar months after it becomes due, such Member may, after notice of default has been sent to him by the Management Committee, be barred by any resolution of the Management Committee from all privileges of membership provided that the Management Committee may reinstate the Member on payment of all arrears if the Management Committee thinks it fit to do so.


#### Abstract

7.5.6


7.6 Representation
7.6.1 Every FM, Ordinary Member and, where applicable, Associate shall:
7.6.1.1 nominate one representative ("the Nominated Representatives") and up to two alternate representatives ("the Alternate Representative") to represent such FM, Ordinary Member or Associate at meetings of the Members. The Alternate Representative will represent the FM, Ordinary Member or Associate only in the event that Nominated Representative is unable to do so; and
7.6.1.2
7.6.2 Every Member that is a natural person and every Observer shall represent himself or herself personally or by proxy.
7.6.3 Proxies shall be appointed in such manner and form as the Management Committee shall determine.

### 7.7 Voting rights

## 7.8

7.8.1
7.8.2 Members shall exercise the right in article 7.8 .1 by notifying the

Administrative Officer, in writing, of such Member's intention to do so.

| 7.8.3 | Cancellation will take effect one month after the notification in article 7.8 .2 has <br> been received by the Administrative Officer. |
| :--- | :--- |
| 7.8.4 | No Annual or Subscription Fees shall be refunded to Members that cancel <br> their membership. |
| 7.9.1 | Suspension <br>  <br>  <br> If any Member wilfully refuses or neglects to comply with the provisions of this <br> Management Committee is unbefitting of a Member or prejudicial to the <br> interests of the Association, the Management Committee will have the power <br> to pass a resolution that suspends the Member from the Association during <br> any meeting of the Management Committee, provided that the provisions of <br> article 7.10 .3 of this Constitution, mutatis mutandis, apply. |

### 7.9.2 Members shall be suspended for such period as the Management

 Committee deems fair and appropriate.7.9.3 Any Member suspended in terms of Article 7.9.1 shall not:
7.9.3.1
7.9.3.2
7.9.3.3
7.9.3.3.1
7.9.3.3.2
7.9.3.3.3
7.9.3.3.4

### 7.10 Termination of membership

7.10.1
voting at any General Meeting; participating in any election of the Association; participating in any meeting of the Management Committee; and participating in any duly constituted committee of the Association.

In the case of ineligibility for membership
7.10.1.1
7.10.1.2
7.10.1.3

### 7.10.2

7.10.3 In the case of misconduct
7.10.3.1 If any Member wilfully refuses or neglects to comply with the provisions of this Constitution, or is guilty of any conduct which in the opinion of the Management Committee is unbefitting of a Member or prejudicial to the interests of the Association, the Management Committee will have the power to pass a resolution that excludes the Member from the Association (the "Intended Resolution"), during any meeting of the Management Committee, provided that:
7.10.3.1.1 at least one week before the meeting of the Management Committee at which the Intended Resolution is to be passed, the Management Committee will have sent the Member written notice of the meeting, the allegations against such Member and the Intended Resolution; and
7.10.3.1.2
7.10.3.2
7.10.3.3
7.10.3.4
7.10 .4
7.10.4.1
7.10.4.2

### 7.11 Reinstatement of Members

A Member whose membership of the Association has been terminated may apply for reinstatement of its membership. The Management Committee, upon receipt of such an application may, in its discretion, readmit such person to membership upon such terms and conditions, including the payment of a membership fee, as it may decide.

### 7.12 Members' independence

7.12.1 No Member shall be precluded, by virtue of such Member's affiliation with the Association, from expressing an alternative or independent view to that of
the Association on issues pertinent to the objectives or the operation of the Association.
7.12.2 The Association shall not be precluded from expressing an alternative view to that expressed by a minority of its Members on issues pertinent to the objectives or the operation of the Association.

### 7.13 Register of Members

7.13.1 There shall be kept a database of Members in which there shall be recorded:
7.13.1.1 the full name or names and the addresses of each Member and , where applicable, the commercial or developmental interests such that such Member may have in the independent E in South Africa;
7.13.1.2 the full names of the Nominated and Alternate Representatives of each Member, if any;
7.13.1.3
7.13.1.4
the date on which each Member is admitted to membership of the Association; and
the date on which any Member ceases to be a Member and the reason therefore.

## Management of the Association

### 8.1 Secretariat/Administrative

### 8.1.1 Function

8.1.1. The Secretariat shall:
8.1.1.1.1 in consultation with the Management Committee, design, develop and implement the strategic objectives of the Association, raise awareness of the Association and its objectives in a manner that does not contravene this Constitution and secure the future operation of the Association;
8.1.1.1.2
be accountable to the Management Committee and report to the Management Committee on a regular basis; and
8.1.1.1.3
8.1.1.2

### 8.1.2

8.1.2.1 The Secretariat shall serve for a period of one year, after which he or she shall resign but be eligible for re-appointment.

### 8.1.3 Appointment

8.1.3.1

The Administrative Officer/Secretariat shall solicit nominations/quotations for the Executive Director from the Management Committee and shall provide a vote in respect of which:
8.1.3.1.1
8.1.3.1.2
8.1.3.2

The outcome of the vote referred to in article 8.1.4 shall be determined by a Simple Majority of votes.

### 8.1.4 Remuneration

The Secretariat shall be remunerated in such amount and in such manner as may be determined by the Management Committee, provided that such manner and amount of remuneration is put to the vote and approved by FM's and Ordinary Members voting at the Annual General Meeting of the Association, or at any Special General Meeting convened for that purpose.

### 8.2 Management Committee

### 8.2.1 Composition

8.2.4.1 The Association shall be managed by a management committee (the "Management Committee") in which there shall be 8 seats available.
8.2.4.2 Of the 8 Commissioners elected to the Management Committee:
8.2.4. $\quad$ one may, if so decided by the Management Committee, serve as the administrative officer of the Association ("Administrative Officer"). Alternatively, the Management Committee may select an independent person to be appointed as the Administrative Officer;

### 8.2.2 Terms of Office

### 8.2.2.1

8.2.2.1.1

### 8.2.2.2

8.2.2.2. Each Ordinary Member Commissioner shall serve as a member of the Management Committee for a period of two years.
8.2.2.2.2
8.2.2.2.3

Ordinary Member Commissioners shall only be eligible for reelection once and may occupy a seat on the Management Committee for a maximum of two consecutive terms.

As far as possible, the end of the Commissioners' term of office shall coincide with the Annual General Meeting of the Association.

### 8.2.3 Appointment

### 8.2.3.1 Appointment to the Management Committee

### 8.2.3.1.1

8.2.3.1.1.1

## Commissioners

There shall be no FM Commissioners on the Management Committee until such time as the Management Committee has opened FM class of membership for application and until such time as FM's have been admitted into the Association in terms of article 7.3.1.

### 8.2.3.1.2 <br> Ordinary Member Commissioners

8.2.3.1.2.1
8.2.3.1.2.1.1
8.2.3.1.2.1.3
8.2.3.1.2.2
8.2.3.1.2.4
8.2.3.1.2.5
8.2.3.1.2.5.1

The Administrative Officer shall solicit suitable nominations for:
Commissioners in general;
the office of the Administrative Officer
from all paid up Full and Ordinary Members and provide a suitable opportunity for eligible Full Members and Ordinary Members to vote for Full and Ordinary Members into the Management Committee.

No Member shall have an automatic right to a seat on the Management Committee. All nominees for Member Commissioners must be voted into the Management Committee, irrespective of their number. If insufficient nominations are received in respect of Member Commissioner seats on the Management Committee, the provisions of article 8.8.1.5 shall apply in respect of the shortfall.

In providing for the vote specified in article 8.2.3.1.2.1, the Administrative Officer shall call for nominations for Ordinary Member Commissioners not less than 15 days prior to the Annual General Meeting of the Association. The Administrative Officer shall finalise and circulate a list of nominees not less than 1 week before the Annual General Meeting. Voting shall occur at the Annual General Meeting and the results of the vote shall be published not more than 2 weeks after the Annual General Meeting.

For all votes provided pursuant to article 8.2.3.1.2.1:
all appointments of Ordinary Member Commissioners into the Management Committee shall be determined by a Simple Majority of votes;
8.2.3.1.2.5.2
8.2.3.1.2.5.3
8.2.3.1.2.5.4
8.2.3.1.2.5.6
8.2.3.1.2.5.7

### 8.2.3.2

8.2.3.2.1
8.2.3.2.1.1
8.2.3.2.1.2
8.2.3.2.2

The persons mentioned in 8.2.3.2.1 shall be elected by way of a secret ballot and the appointments shall be decided by a Simple Majority of votes.

### 8.2.4 <br> Remuneration

Members of the Management Committee may be remunerated for direct costs incurred for travelling and carrying out pre-approved business trips. by the committee.

### 8.3 The Chairperson

8.3.1 The chairperson appointed in terms of article 8.2.3.1.2 (the "Chairperson") shall ensure that all the affairs of the Association are dealt with in an orderly and efficient manner.
8.3.2 Without limiting the generality of 8.3.1, the Chairperson shall:
8.3.2. co-ordinate the Management Committee to ensure that appropriate policies and procedures are in place for the effective management of the Association;
8.3.2.2
8.3.2.3
8.3.2.4
8.3.2.5
8.3.3 The Chairperson may, from time to time, be called upon to represent the Association in a public forum.
8.3.4 The Chairperson shall perform such other and further functions as are typically associated with the office of the Chairperson.

### 8.4 The Vice-Chairperson

8.4.1 The Vice-Chairperson shall assist the Chairperson in his duties and may be called upon, from time to time, to assume the functions of the Chairperson in the event that the Chairperson is unable to do so.
8.4.2 The Vice-Chairperson shall perform such other and further functions as are typically associated with the office of the Vice-Chairperson.

### 8.5 The Administrative Officer /Secretariat

8.5.1 The Administrative Officer shall be a person skilled in the management and administration of associations.
8.5.2 The Administrative officer shall be responsible for the day to day management and operation of the Association and shall report to the Management Committee.
8.5.3 Without limiting the generality of article 8.5.2 above, the Administrative Officer shall:
8.5.3. $k e e p$, or cause to be kept, all non-financial records of the Association, including an up to date record of the Association's Members and Observers;
8.5.3.2 manage the correspondence of the Association, including ensuring that the contact details of the Association are correctly updated with any organisations with which the Association is affiliated and reporting to Members, at the Annual General Meeting, on correspondence over the preceding year;
8.5.3. $\quad$ act as the electoral officer at meetings of the Management Committee;
8.5.3. call for nominations when vacancies on the Management Committee arise or when a term of office approaches its end;
8.5.3.5
8.5.3.6
8.5.3. $\quad$ circulate minutes of General Meetings, meetings of the Management Committee and where relevant, minutes of the previous Special General Meeting in advance of the next General Meeting, meeting of the Management Committee or Special General Meeting, as the case may be;
8.5.3. $\quad$ maintain records of the Management Committee's resolutions and decisions;
8.5.3.9
from time to time, advise Members of the Management Committees, resolutions and decisions;
8.5.3.10
8.5.3.11
8.5.3.12
8.5.3.13
8.5.3.14
8.5.4 The Administrative Officer need not personally attend to all his functions and
8.5.4 The Administrative Officer need not personally attend to all his functions and duties and may delegate such functions and duties to others of the Association. Despite any such delegation, the Administrative Officer bears the ultimate responsibility for ensuring that all functions and duties of the Administrative Officer are performed.

### 8.6 The Treasurer

8.6.1 The Treasurer shall be a person with financial capabilities.
8.6.2 The Treasurer shall, in consultation with the Management Committee, manage the financial affairs of the Association, maintain the financial records of the Association, prepare and present the end of year financial report to the Management Committee.
8.6.3 Without limiting the generality of 8.6.2, the Treasurer shall:
8.6.3.1
maintain records of all resolutions and decisions of any committee instituted by the Management Committee;
where relevant, advise Members, the Management Committee and the Secretariat of the resolutions and decisions of any committee instituted by the Management Committee;
keep all relevant documentation of the Association and the Management Committee at the principal office of the Association or at such other place as the Management Committee may direct, including an up to date copy of this Constitution and of the resolutions and decisions of the Management Committee and the Annual General Meeting;
give any required notices of any meetings in terms of this Constitution; and
perform such other and further duties as may be required by law, or as may be prescribed or required, from time to time, by the Management Committee.
protect the Association against fraud and theft and ensure the safe custody of money;
8.6.3.2
8.6.3.3 ensure that the Association complies with all relevant financial laws and regulations;
8.6.4 The Treasurer need not personally attend to all his functions and duties and
8.6.3.5
8.6.3.6
8.6.3.7
8.6.3.8
8.6.3.9
8.6.3.10
keep and maintain, or cause to be kept and maintained, adequate and correct accounts of the properties and business transactions of the Association, including accounts of all assets, liabilities, receipts, disbursements, gains and losses, which accounts shall be open to inspection by any Commissioner;
ensure that all fees and financial contributions collected are paid into the Association Bank Account promptly and in accordance with article 9.5;
disburse funds of the Association as directed by the Management Committee;
provide an account of all transactions and of the financial condition of the Association to the Management Committee, at the Management Committee's request;
report back, to the Members at the Annual General Meeting, on the finances of the Association;
make recommendations to the Management Committee and to Members on matters concerning fees and the management of the Association's finances where necessary; and
perform such other and further duties as may be required by law or as may be prescribed or required from time to time by the Management Committee. may delegate such functions and duties to an employee of the Association. Despite any such delegation, the Treasurer bears the ultimate responsibility for ensuring that all functions and duties of the Administrative Officer are performed.

### 8.7 Vacancies

8.7.1.1 In the event of any vacancy arising in the Management Committee and irrespective of the way vacancy arose, vacancies shall be filled as follows:
8.7.1.1.2.1
8.7.1.1.2.2
8.7.1.2
8.7.1.3 Following the appointment of any Commissioner in terms of article 8.7.1.1, the Management Committee shall have the discretion to reallocate Management Committee portfolios or functions.
8.7.1.4 In the event that a vacancy arises, in respect of a Commissioner, less than 3 months before the next Management Committee elections, the Management Committee shall have the discretion to decide not to fill the vacancy.
8.7.1.5 If insufficient nominations are received to fill the positions on the Management Committee, those Commissioners voted onto the Management Committee shall ensure that a second voting opportunity is provided to fill the vacancies in the Management Committee, in terms of article 8.8.1.1., within one month of their appointment onto the Management Committee.
8.7.1.6 If, following the procedure detailed in article 8.8.1.5:
8.7.1.6.1 insufficient nominations are received in respect of the vacant Management Committee seats, or
8.7.1.6.2
sufficient nominations are received and paid up FM and Ordinary Members vote in a manner that is inconclusive, those Ordinary Member Commissioners voted onto the Management

Committee in terms of articles 8.2.3.1.2 and 8.8.1.5 shall be entitled to:
8.7.1.6.2.1
8.7.1.6.2.2 to exercise the powers and perform the functions of the Management Committee

Paid up FM, Ordinary Members and Associate Members vote in a manner that is inconclusive when the results of any voting opportunity are such that no nominees can be appointed onto the Management Committee on the basis of a simple majority of votes. An example of this would be where there are more nominees than seats available on the Management Committee and each nominee receives an equal number of votes.

### 8.8 Meetings of the Management Committee

8.8.1 The Management Committee shall meet at such times as the Chairperson may deem necessary but shall meet at least 4 times a year.
8.8.2 The number of Commissioners required to constitute a quorum shall be a majority of incumbent Management Committee Commissioners. Therefore, if there are 8 Commissioners, 5 shall constitute a quorum.
8.8.3 All meetings shall be chaired by the Chairperson or in the absence of such, the Vice-Chairperson. In the absence of the Chairperson and the ViceChairperson, the Commissioners in attendance shall, by majority vote, elect one of their number to preside over the meeting. The elected Commissioner shall, for the duration of that meeting, be vested with the rights, power and duties of a Chairperson.
8.8.4 Decisions shall be taken by Simple Majority show of hands. Should there be an equality of votes, the matter shall be decided by the Chairperson.
8.8.5 The Management Committee may make decisions by round-robin email and may have meetings by way of teleconference.
8.8.6 Any decision approved unanimously in writing (including email) need not comply with any further formal requirements.
8.8.7 The Management Committee shall ensure that each of its decisions is communicated appropriately to Members.

### 8.9 Powers of the Management Committee

8.9.1 The Management Committee shall have such powers as are needed to achieve the objectives of the Association. Such powers shall be limited to those powers necessary to achieve the objectives of the Association as stated in this Constitution, and to ensure good governance of the Association, which powers shall include the powers to contract and to delegate authority.
8.9.2 Without limiting the generality of 8.9.1, the Management Committee shall have the power to:
8.9.2.1
8.9.2.2
8.9.2.3
8.9.2.4
8.9.2. purchase and sell movable and immovable property and to invest any funds not immediately required by the Association in such manner as it may decide;
8.9.2.6 open banking accounts in the name of the Association and to resolve the manner of operation of such accounts;
8.9.2.7 depute and authorise officers of the Association to act on its behalf in the acquisition and alienation of property or in the investment of its funds and in the conduct of any legal or other proceedings brought against the Association;
8.9.2.8
8.9.2.9
8.9.2.10
8.10 Removal from the Management Committee

### 8.10.1 FM Commissioners

FM Commissioners may be removed from the Management Committee at the discretion of the FM responsible for his/her appointment provided that written notice of the FM intention to remove the FM Commissioner in question is given in writing to the Administrative Officer.
8.10.2 Ordinary Member Commissioners
8.10.2.1 If, and only if, the Management Committee receives a written motivation for the removal of the Commissioner that:
8.10.2.1.1
8.10.2.1.2
8.10.2.2
8.10.2.3

Should any Commissioner fail to attend 3 consecutive meetings of the Management Committee without excuse, the Management Committee may, by a $66.66 \%$ majority of the entire Management Committee, regard such Commissioner as having resigned from the Management Committee.

Any vacancies arising in the Management Committee in terms of
articles 8.10.1 and 8.10.2 shall be filled according to the provisions of article 8.8.

## Funds and Accounts

9.1 Books of account of the affairs of the Association shall be kept by the Management Committee and such books, together with all other papers and documents connected with or relating to the business or the affairs of the Association, shall at all times be accessible to the Commissioners of the Management Committee. A statement of the financial affairs of the Association shall be prepared annually.
9.3 Any profits, gains, donations or sponsorships which may accrue to the Association shall not be distributed to any person but shall be employed solely for the purpose of investment or for the carrying out of the Association's objectives. No portion therefore may be paid, or directly or indirectly transferred by any means, to the Association's Commissioners or other office bearers and Members, provided that the foregoing shall not prevent the payment in good faith of reasonable remuneration to any Commissioner or other office bearer and Member in return for services rendered to the Association.
9.4 The Treasurer, at the direction of the Management Committee, shall open a bank account on behalf of the Association and in the name of the Association ("the Association Bank Account") in any one of ABSA, Standard Bank, First National Bank, Nedbank or Investec.
9.5 All monies paid to or received by the Association shall, from time to time, be deposited into the Association Bank Account within 9 ordinary business days of their receipt, and shall be withdrawn therefrom from time to time as may be required.
9.6 All expenditure incurred by or on behalf of the Association, and in general, all cheques or forms of withdrawal from the Association Bank Account or any other account opened, at the direction of the Management Committee, in the name of
and on behalf of the Association shall duly be authorised by the Management Committee.
9.7 The authorisation required by article 9.6 be 2 signatures, one belonging to the Treasurer, and one belonging to either the Chairperson or the Vice-Chairperson.
9.8 The Association Bank Account and any other account opened, at the direction of the Management Committee, in the name of and on behalf of the Association shall be reviewed annually and reported upon by an accounting officer appointed in terms of Article 9.
9.9 The funds shall be under the administration of the Treasurer.

## Accounting Officer

10.1 An accounting officer shall be appointed to the Association at each Annual General Meeting.
10.2 The accounting officer referred to in article 10.1 shall be a firm or a member in good standing of a professional body that is accredited to compile an accounting officer`s report in terms of section 17(2) of the Non-profit Organisations Act, No. 71 of 1997.
10.3 The accounting officer appointed at each Annual General Meeting shall hold office until the next Annual General Meeting when, such accounting officer shall retire, but be eligible for re-appointment.
10.4 The remuneration of the accounting officer shall be fixed at the Annual General Meeting of the Association.
10.5 The accounting officer shall at all times have access to the books of account of the Association and may, in relation thereto, examine minutes of Management Committee meetings.
10.6 Casual vacancies in the office of accounting officer shall be filled by the Management Committee and any person so appointed shall hold office until the next Annual General Meeting, when such person shall retire, but be eligible for reappointment.
10.7 The accounting officer shall report to the Members at the Annual General Meeting.

## Financial Year

11.1 The financial year end of the Association shall be the end of February each year, or such other date as maybe determined by the Management Committee from time to time.

## Meetings of the Association

### 12.1 Periodicity

12.1.1 The Management Committee shall convene at least 4 meetings of Members per annum ("General Meetings"), one of which shall be the annual general meeting ("Annual General Meeting").
12.1.2 The Management Committee may also, from time to time and as the need arises, convene:
12.1.2.1
12.1.2.2

### 12.2 General Meetings

### 12.2.1 Objects of the General Meetings

The Chairperson shall:
12.2.1.1 present, or cause to be presented, a report on annual financial statements and the operations of the Association to the Members and Participants;
12.2.1. provide opportunities for Members, in a session at which only Members are present, to
12.2.1.2.1 determine the policies and strategic deliverables of the Management Committee; and
12.2.1.2.2
debate and set organisational strategies and policies of the Association.
12.2.2

Quorum
12.2.2.1
12.2.2.2

### 12.2.3 Procedure prior to General Meetings

12.2.3.1 The Administrative Officer shall give at least 30 days' notice, in writing, of such meetings to each Member, which notice shall stipulate the date, location and the time of the relevant meeting and include documents setting out the business to be discussed or transacted including but not limited to:
12.2.3.1.1
12.2.3.1.2
12.2.3.1.3
12.2.3.1.4
12.2.3.1.5
12.2.3.1.6
12.2.3.2
12.2.3.3
provisional agendas for the meeting;
minutes of the previous General Meeting;
financial statements in respect of the previous financial year;
nomination forms for election of Commissioners to the Management Committee, which forms must include acceptance by nominees;
last dates for the receipt of nominations and motions; and motion papers if required.

The Management Committee, or any fully paid-up FM or Ordinary Member who is supported by another fully paid-up FM or Ordinary Member may require the Administrative Officer to place on the General Meeting agenda, any motion or motions. Each requisition shall be made to the Administrative officer at least 3 weeks before the time appointed for the General Meeting.

The Administrative Officer shall send the final agenda ("the Final

Agenda") including all proposed motions together with a list of all valid nominations for Management Committee Commissioners to all Members in terms of Article 12.2.3.1 above.
12.2.3.4 Submissions for resolutions must be received at least 3 weeks prior to the General Meetings.
12.2.3. If no General Meeting is summoned within 18 months of the last such meeting, then a General Meeting may be called by any 2 FM or Ordinary Members in good standing, by advertisement in a newspaper with national circulation, giving not less than 30 days' notice of the time and place of the meeting. The General Meeting so called shall be a valid General Meeting for all purposes including the election of Commissioners.

### 12.2.4 Proceedings at the General Meetings

12.2.4. $\quad$ Save as is otherwise provided for by this Constitution or by a direction given at any prior General Meeting, the proceedings at the General Meeting shall be chaired by Chairperson, and in his absence the ViceChairperson.
12.2.4. $\quad$ Other than in the case of a meeting convened in terms of article 12.2.3.5, in respect of which the restrictions detailed in this clause
12.2.4.2 shall not apply, meetings shall be confined to matters identified on the Final Agenda, and no resolution or specific matter of which notice has not been given shall be put to the vote at a General Meeting, provided that the Chairperson shall, in his discretion, have the right to permit any amendment of the wording of a resolution to be moved, despite no notice having been given of the intention to move such amendment.
12.2.4. The Administrative Officer shall take minutes of the proceedings at the General Meetings; which minutes shall be made available for inspection by the Members as soon as possible after the General Meeting.
12.2.4.4 The Management Committee shall consult the FM and Ordinary Members and, where necessary, Associates during a General Meeting on any matters of substance.

### 12.2.5 Representation and voting at General Meetings

12.2.5.1 At every meeting:
12.2.5.1. a resolution put to the vote of the meeting shall be decided by Simple Majority on a show of hands unless a poll is demanded before or on the declaration of the result of the show of hands; and
all motions or matters on which a decision is to be taken shall be decided by show of hands and be reflected in the minutes of that General Meeting.
12.2.5.2 Unless the poll in article 12.2.5.1.1 is demanded, a declaration by the Chairperson that a resolution has been carried out or lost, or that a decision has been taken, and an entry to that effect in the minutes of the meeting shall be conclusive evidence of the fact, without proof of the number or proportion of votes recorded in favour of or against such resolution or decision, as the case may be.
12.2.5.3
12.2.5.3.1
12.2.5.3.2
12.2.5.3.3
12.2.5.3.4
12.2.5.4
12.2.5.5

If the poll in article 12.2.5.1.1 is demanded:
it shall be taken in such manner as the Chairperson directs;
regard shall be had to the weighting of votes provided for in article 6.8 of this Constitution in computing the majority of the vote;
scrutineers shall be elected to declare the result of the poll; and the scrutineers' decision shall be given by the Chairperson and shall be deemed to be the resolution of the meeting at which the poll is demanded.

If the Nominated Representative of a Member is present at any General Meeting, the Alternate Representative may attend the meeting and participate in the discussion but may not vote on behalf of the Member concerned.

Any person invited by the Management Committee to attend and take part in discussions at any General Meeting may do so, but shall have no right of voting.
12.2.5.6
12.2.5.7
12.2.5.8

### 12.3 Annual General Meeting

12.3.1 There shall be an Annual General Meeting held on a date and at a venue to be determined by a resolution passed by Sponsors and Ordinary Members at a General Meeting.
12.3.2 In determining the date of the Annual General Meeting, the provisions of article 8.2.2.2.3 shall be taken into account.

### 12.4 Special General Meetings

### 12.4.1 Periodicity

12.4.1.1 The Management Committee may convene a special general meeting of the Association ("Special General Meeting") at any time, for the consideration of special business.
12.4.1.2

Members shall, by Special Resolution, have the right to override and rescind any decision or resolution of the Managing Committee to the extent that rights and obligations have not already been obtained and undertaken by the Association arising out of the decision of the Managing Committee.

Unless this Constitution expressly requires Special Resolutions, all questions arising at meetings of Members shall be decided by a Simple Majority of votes.

If any Member, having been given notice, in writing, by the Administrative Officer of the amount of any fee due by such Member and the date on which such fee is payable, has failed to pay the amount concerned within 2 months of that date and the fee is still outstanding on the date for which any General Meeting of the Association is originally called, the representative of that Member shall not be entitled to attend or to take part in the proceedings of the meeting or any adjournment thereof and further, shall not be allowed to vote.

The Management Committee must convene a Special General Meeting within 30 days of the date on which a written request that a Special General Meeting be convened, is lodged by the representatives of at least 8 Members with the Administrative Officer.

### 12.4.2 Notice

The Administrative Officer shall give to each Member at least 8 days' notice, in writing, of each Special General Meeting, or such shorter time as the Management Committee may decide, provided that such shorter period of notice, if given, shall not be less than is reasonably necessary to permit the representatives of Sponsors and Ordinary Members to attend the meeting concerned.

### 12.4.3 Proceedings at the Special General Meeting

The Management Committee shall consult FM and Ordinary Members and, where necessary, Associates during a General Meeting on any matters of substance.

### 12.4.4 Quorum

12.4.4.1 A quorum shall be 33.33\% of the Members in good standing.
12.4.4.2 If a quorum is not present within 30 minutes of the notified starting time of any Special General Meeting:
12.4.4.2. convened in terms of article 12.4.1, then the provisions of article 12.2.2.2 shall mutatis mutandis apply; or
12.4.4.2.2 convened in terms of article 12.4.1.2, then the Special General Meeting will lapse.

## Observers

13.1 On request by Members or external entities, the Management Committee may invite the representative of private or public entities to attend General Meetings or Special General Meetings as observers ("Observers").
13.2 Observers shall have no voting powers but may be invited, by the Chairperson, to participate in or address the meetings.

## Minutes and records

14.1 Records of the correspondence and transactions of the Association shall be kept.
14.2 Minutes of the following meetings shall be kept:
14.2.1 General Meetings of the Association;
14.2.2 Special General Meetings of the Association;
14.2.3 meetings of the Management Committee; and
14.2.4 meetings of any committees or working groups of the Association.
14.3 Minutes shall be made available for inspection by Members, Commissioners or committee members, as the case may be, as soon as possible after the applicable meeting.

## External Communication

15.1 The Management Committee shall nominate one of its Commissioners as the Association's official external communication officer ("Communications Officer").
15.2 Except as provided for in articles 7.4.5 and 8.3.3, any external communication from the Association shall only be made by the Communications Officer, acting on instructions from the Management Committee, provided that the Management Committee shall not instruct the Communications Officer to make any communication that is contrary to this Constitution or to the objectives of the Association.
15.3 No Member shall make any external communication on behalf of the Association.

## Use of the Association and its name by third parties

No third party may use the Association or the name of this Association directly or indirectly for commercial gain.

## Indemnity

All Commissioners and employees and any other office bearer of the Association shall be indemnified by the Association against all costs, losses, expenses and liabilities incurred by reason of any contract entered into or any act or deed or omission
performed or attributable to them in their capacity as such or in any way in the discharge of their duties.

## Notices

18.1 Any notices for all purposes of this Constitution shall be in writing.
18.2 Notice shall be deemed to have been received by the Member to whom it is addressed:
18.2.1 at the time of delivery if it is sent via facsimile or email, couriered or delivered by hand; and
on the $8^{\text {th }}$ day following the posting in the Republic of South Africa, excluding the day on which it is posted.

## Domicilium citandi et executandi

The domicilium citandi et executandi of the Association shall be:
$\qquad$
$\qquad$

South Africa $\qquad$

## Changes to the Constitution

This Constitution may only be amended by:
19.1 a Special Resolution of the Members in favour of such amendment;
19.2 a minimum of $75 \%$ of the respondents in an electronic poll of paid-up FM. Ordinary Members and Associates voting in favour of such amendment; or
19.3 minimum of $75 \%$ of the paid up FM, Ordinary Members and Associates voting, by Secret Ballot or consensus, at a General Meeting in favour of such amendment.

## Dissolution

20.1 The Association shall be dissolved:
20.1.1
20.1.2
20.1.2.1
20.1.2.2
20.1.2.3
20.1.3
20.2 For the purposes of article 20.1, all paid up FM, Ordinary Members and Associates shall be allowed to vote but regard shall be had to the weighting of the votes detailed in article 6.8 above.
20.3 Upon dissolution of the Association, any surplus of assets over liabilities shall, at the discretion of the incumbent Management Committee and subject to $75 \%$ of the Management Committee voting in favour of such disposition, be given or transferred to any non-profit association having similar objectives to the main objective of the Association.

## Transitional Arrangements

### 21.1 Interim Management Committee

21.1.1 There shall be an interim management committee ("Interim Management Committee") comprised of 6 interim commissioners ("Interim Commissioners").
21.1.2
21.1.2.1
21.1.2.2

### 21.2 Appointment of the Interim Commissioners

21.2.1 Interim Commissioners must be appointed by prospective Ordinary Members of the Association.
21.2.2

## 21.3

21.3.1
21.3.1.1
21.3.1.2

## 21.4

Adoption and Ratification of the Constitution
This Constitution shall be adopted by the Interim Management Committee on behalf of Members and prospective Members, and shall be ratified by Members at the General Meeting referred to in article 21.1.2.1.

### 21.5 Removal of this article 21 from the Constitution

This article 21 may be removed after ratification of this Constitution by Members in a General Meeting.

Signatures of Management Board/Office-Bearers
Office-Bearers:

Name
Capacity in Organisation
Signature and date
Name
Capacity in Organisation
Signature and date

## Name

Capacity in Organisation
Signature and date

Name
Capacity in Organisation
Signature and date
Name
Capacity in Organisation
Signature and date

Name
Capacity in Organisation
Signature and date

Name
Capacity in Organisation
Signature and date
Name
Capacity in Organisation
Signature and date

Name
Capacity in Organisation
Signature and date

Mikhail Nikomarov
Chair of the Board of Directors


Davin Chown
Treasurer


30 March 2023

Avesh Padayachee
Director


30 March 2023

Sherwin Harris
Director
31 March 2023

Paul Louw Vermeulen
Director


4 April 2023
$\qquad$
Director
HParmar 5 April 2023

Joanne Dean
Director
Ofon 6 April 2023

Theo Ernst Fischer
Director

6 April 2023

Jamila Ally Kombe
Director
$4 m$

## ANNEXURE A - MEMBERSHIP APPLICATION FORM

# ANNEXURE B - COMPETITION AND ANTITRUST SAESA GUIDELINES 

## Introduction

The South Africa Energy Storage Association (SAESA) is committed to strict compliance with all laws and regulations, and to the highest ethical standards in the way we conduct our operations. This includes strict compliance with antitrust laws, to protect and enhance our country's free, competitive economy.
Compliance with the antitrust laws is a serious business. Antitrust violations may result in heavy fines for corporations, and in fines and imprisonment for individuals. While SAESA may provide guidance on antitrust matters, you bear the ultimate responsibility for assuring that your actions comply with the antitrust laws. You must avoid any discussions or conduct that might violate or even appear to violate the antitrust laws. The following guidelines will help you do that.

## What is meant by the term "competitor"?

The term "competitor" is to be understood in a broad sense:

- Companies compete both in sales and in purchasing. A competitor is any party that offers or requires the same or similar products or services.
- A party offering differing products to the same customer or purchasing different goods from the same supplier may also constitute a competitor.
- A party that has not yet but is likely to offer the same or a similar product in the relatively near future also constitutes a (potential) competitor. The term "near future" may cover a period of significantly more than a year (or even several years).
- Companies from different stages in the distribution chain can also be in competition, for example if a manufacturer distributes its goods both directly and through retailers.
- Companies that are not currently competing in a given product area can be considered (potential) competitors if they would be easily and relatively rapidly able to enter into competition.


## What is permitted and what is not permitted?

Since it is likely that competitors are present at meetings held under the umbrella or otherwise in connection with SAESA's activities, the following Do`s and Don`t's apply. Please bear in mindthat the following summary of topics permitted and not permitted applies not just to Association meetings themselves, but also to discussions at breaks, associated events and correspondence.

At Association meetings, competitors may in principle exchange information on the subject area of the meeting. This includes:

- currently planned legislation and its implications for the membership as a whole;
- the political environment, general technical/ scientific developments and regulatory
- measures of general interest;
- current economic developments and general developments in the industry (provided these are in the public domain);
- discussions on SAESA lobbying activities;
- benchmarking activities provided these involve (as a rule) at least five companies, a neutral third party conducts the benchmarking, anonymizes and aggregates the findings before being disclosed to the said companies, no disaggregation is possible at the Association meeting, and there is no reference to products or market behavior (only to internal processes or environmental standards, for example);
- general sector analysis (provided data is aggregated by the SAESA or another neutral third party);
- the exchange of general, freely available information (for example general economic data from the Internet or from member company annual reports which have already been published);
- the review of general business developments provided the information relates to the company as a whole, the entire product range or other aggregated business areas and has already been lawfully published by the companies in question.
b) Topics not permitted at Association meetings

Information which companies must not exchange at Association meetings includes but is not limited to:

- information or agreements on prices, price components, discounts, pricing strategies or price calculations or planned price changes;
- terms of delivery or payment and any other contractual provisions in contracts with customers/suppliers provided they have competitive implications;
- information on business strategies or on current or future market behaviour ("signaling");
- information not yet lawfully published concerning current business developments or business expectations (in particular sales/turnover figures), even if such information provides no indication of the market position of individual products;
- information on profits, profit margins, market shares or planned investments which is not in the public domain;
- information on internal research and development projects;
- information allowing coordinated action vis-à-vis players on the other side of the market (customers or suppliers), in particular relating to offers to third parties (for example, if parties respond to a call for tenders: which lot to tender for; degree of interest in winning the contract);
- the division of geographic or labour markets or sources and express or implied agreements on supply, purchase or other boycotts of specific companies.
- demands from customers or suppliers including the company's own response to these or the response of competitors;
- verification of information received from a customer or supplier;
- the joint discussion and analysis of statistics permitted pursuant to item a) above, in particular the disaggregation of aggregated data.


## How shall I react when topics not permitted are raised?

Do not stay at a meeting, or any other gathering, if those kinds of discussions are taking place and do note your objection to the discussion.

Do not take notes or create any documents or other records that might be misinterpreted to suggest that SAESA condones or is involved in anticompetitive behavior.

## Just Contact us for Help

Whenever you have any question about whether particular SAESA activities might raise antitrust problems, please contact us immediately at info@saesa.org.za

