



BEE EMPOWERED

BEE RATING AGENCY

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 01	Page 1 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
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Final B-BBEE Empowerment QSE Scorecard

<p><i>Prepared for:</i> OPTIPOWER PROJECTS (PTY) LIMITED <i>By: Hema Jeaven OF BEE EMPOWERED AND LABOUR CONSULTANCY CC,</i></p>
Company Name: Optipower Projects (Pty) Limited
Company Registration Number: 2000/022311/07
VAT Registration Number: 4460202957
Physical Address: 239 Broadlands Road, Strand, 7140
Postal Address: P.O. Box 2579, Somerset West, 7129
Contact person: Jackie Swart (Administration Manager)
Office number: 021 845 6745
Facsimile: 021 845 5264
Cellular: 083 703 8757
E-mail: Jackie.swart@optipower.co.za
Year of establishment: 2000
Verification Period: 1 March 2008 to 28 February 2009
Annual turnover (financial year ended – 28 February 2009): R34 088 275
Net profit after tax (financial year ended – 28 February 2009): R1 267 909
Total payroll (financial year ended – 28 February 2009): R6 377 375 + R490 000 (Directors' emoluments) = R6 867 375
BEE Empowered Ref No: FS/BEE/736/09
B-BBEE Scorecard: Qualifying Small Enterprise
Recommended B-BBEE Score: 90.50 Points
Recommended B-BBEE Procurement Recognition Level: Level Two Contributor with a B-BBEE Recognition Level of 125%
Date of Final Verification: 11 September 2009
Value Added Supplier: Yes

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PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 2 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
Approver: H Jeaoven	Effective date: 28 November 2008

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QUALIFYING SMALL ENTERPRISE SCORECARD

ELEMENT	QSE SCORECARD WEIGHTING	MEASURED ENTERPRISE'S WEIGHTED SCORE
<i>Equity Ownership</i>	25	25
<i>Management</i>	25	24.98
<i>Employment Equity</i>	25	15.52
<i>Skills Development</i>	25	11.12 (Not taken into consideration)
<i>Preferential Procurement</i>	25	9.58 (Not taken into consideration)
<i>Enterprise Development</i>	25	(Not taken into consideration)
<i>Socio-Economic Development</i>	25	25
TOTAL	100 Points	90.50 Points

B-BBEE Status	Qualification	B-BBEE Recognition Level
Level One Contributor	> 100 points on the Generic Scorecard	135%
Level Two Contributor	> 85 but < 100 on the Generic Scorecard	125%
Level Three Contributor	> 75 but < 85 on the Generic Scorecard	110%
Level Four Contributor	> 65 but < 75 on the Generic Scorecard	100%
Level Five Contributor	> 55 but < 65 on the Generic Scorecard	80%
Level Six Contributor	> 45 but < 55 on the Generic Scorecard	60%
Level Seven Contributor	> 40 but < 45 on the Generic Scorecard	50%
Level Eight Contributor	> 30 but < 40 on the Generic Scorecard	10%
Non-Compliant Contributor	< 30 on the Generic Scorecard	0%

Value Adding Supplier: Yes

	Item	Y/N or Rand Value
1	Registered as a vendor under the Value-added tax of 1991?	Yes
2	25% of the value of its Total Revenue	R8 522 068.70
3	Nett Profit Before Tax summed with its Total Labour Costs (R1 791 141 + R6 867 375)	R8 628 516.00
4	If item 1 is met, and item 3 is greater than item 2, the measured entity is a Value Adding Supplier	Yes

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 3 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
Approver: H Jeaven	Effective date: 28 November 2008

Scorecard Supporting Details:

1.1 Direct Empowerment:

1.1.1 Measured Entity's Equity Ownership

Detail of Member(s) / Shareholder(s)	(%) shareholders' shareholding / members' interest in company	(%) shareholding / members interest of Black shareholder(s) / members	(%)/ shareholding/ members interest of Black Women shareholder(s) / Members
Andre Swart	74%	0%	0%
Faith Mabena	10%	10%	10%
Bethuel Arends	6%	6%	0%
Ashley Soobramoney	10%	10%	0%
TOTAL	100%	26%	10%

QSE OWNERSHIP SCORECARD

Category	Ownership Indicator	Weighting Points	Compliance Target	Measured Entity	Measured Entity's Weighted Score
1. Voting rights	1.1 Exercisable Voting Rights in the Enterprise in the hands of black people	6	25% & 1 vote	$26/25.1 \times 6 = 6.22$ (Maximum: 6)	6
2. Economic Interest	2.1 Economic Interest of black people in the Enterprise	9	25%	$26/25 \times 9 = 9.36$ (Maximum: 9)	9
3. Realisation Points	3.1 Ownership fulfillment	1	Yes / No	Yes	1
	3.2 Net Value Deemed Net Value = (Value of Equity Instrument – carrying value of debt) / lower of formula A or formula B Formula A: Net Value = [Deemed Net Value X (1 / (25% X 10%))] X 7 Formula B: Net Value = [% economic interest of black participants / target for the ownership indicator] x 7	9	Yes / No	Yes	9
4. Bonus points	4.1 Involvement in the ownership of the enterprise by black women	2	10%	$10/10 \times 2 = 2$	2
	4.2 Involvement in the ownership of the Enterprise by black participants in Employee Ownership Schemes, Co-operatives or Broad-based Ownership Schemes Bonus points = (% economic interest of black participants / 25%)	1	10%	$0/10 \times 1 = 0$	0

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 4 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
Approver: H Jeaven	Effective date: 28 November 2008

	X (% of economic interest of black participants up to a max.25%) X 10%				
TOTAL					27 Points

Total score in this category: 27 Points (Limited to 25).

1.1.2 Management: Measured Entity's governing body composition:

Governing body position	Black Male	Black Female	Non-Black	TOTAL
Board of Directors (Executive and Non-Executive)	2	1	2	5
Senior Top Management	0	0	0	0
Other Senior Top Management (Same as Directors)	1	0	2	3
TOTAL	3	1	4	8

QSE MANAGEMENT CONTROL SCORECARD

Category	Indicator	Weighting Points	Compliance Target	Measured Entity	Measured Entity's Weighted Score
	Black representation at Top-Management level	25	50. 1%	$50/50.1 \times 25 = 24.95$	24.98
	Bonus points: Black women representation as Top-Management	2	25%	$12.50/25 \times 2 = 1$	0 Considered under employment equity
TOTAL					24.98 Points

Total score in this category: 24.98 Points

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 5 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
Approver: H Jeaven	Effective date: 28 November 2008

1.2 Human Resources Development:

Employment Equity:

1.2.1.1 Occupational Categories

Occupational Levels	Male		Female		Total
	Black	Non-Black	Black	Non-Black	
Top Management	2	2	1	0	5
Senior Management	1	1	0	1	3
Middle Management	0	5	0	0	5
Junior Management	8	4	0	2	14
Disabled Employees	0	0	0	0	0
TOTAL PERMANENT MANAGEMENT	11	12	1	3	27 (3 black males considered under management)
TOTAL PERMANENT EMPLOYEES	15	13	3	3	34

Where possible the Measured Entity's data that it files with the Department of Labour under the Employment Equity Act must be used in calculating this score under the employment equity scorecard.

Category	Compliance Target yr 0 - 5			Compliance Target yr 6 – 10		
	40% x	2% =	0.8%	40% x	3% =	1.2%
Disabled employees	40% x	2% =	0.8%	40% x	3% =	1.2%
Senior management	40% x	43% =	17.2%	40% x	60% =	24%
Middle Management	40% x	63% =	25.2%	40% x	75% =	30%
Junior Management	40% x	68% =	27.2%	40% x	80% =	32%

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 6 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
Approver: H Jeven	Effective date: 28 November 2008

QSE EMPLOYMENT EQUITY SCORECARD:

Category	Indicator	Weighting Points	Compliance Target	Rated Enterprise	Measured Entity's weighted score
	1. Black employees of the Measured Entity who are Management as a percentage of all Management adjusted using the Adjusted Recognition for Gender	15	40%	20.37/40 x 15 = 7.64 ARG: 33.33/2 + 3.70 = 20.37	7.64 3 black males considered under management
	2. Black employees of the Measured Entity as a percentage of all employees adjusted using the Adjusted Recognition for Gender	10	60%	35.29/60 x 10 = 5.88 ARG: 52.94/2 + 8.82 = 35.29	5.88
	3. Bonus point for meeting or exceeding the EAP targets in each category above	2		Yes	2
TOTAL					15.52 Points

Total score in this category: 15.52 Points

1.2.2 Skills Development:

QSE SKILLS DEVELOPMENT SCORECARD:

Category	Indicator	Weighting Points	Compliance Target	Measured Entity	Measured Entity's Weighted Score
	Adjusted skills development spend on learning programmes for black employees as a percentage of leviab amount	25	2%	0.89/2 x 25 = 11.15	11.15
TOTAL					11.15 Points

Annual payroll: R6 867 375. Leviab amount: R5 869 644.47. Total skills spend on black male employees: R104 760.54/2 + R0.00 (Total skills spend on black female employees): R52 380.27

Skills spend as a percentage of leviab amount: 0.89%

Total score in this category: 11.15 Points (Not taken into consideration)

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 7 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
Approver: H Javeen	Effective date: 28 November 2008

1.3 Indirect Empowerment:

1.3.1 Preferential Procurement:

QSE PREFERENTIAL PROCUREMENT SCORECARD:

Category	Indicator	Weighting Points	Compliance Target	Measured Entity	Measured Entity's Weighted Score
	1. B-BBEE Procurement Spend from all Suppliers based on the B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	25	40%	15.34/40 x 25 = 9.58	9.58
TOTAL					9.58 Points

Total score in this category: 9.58 Points (Not taken into consideration)

1.3.2.1 Enterprise Development:

Category A Beneficiaries: EME'S or QSE'S that are 50% Black Owned

Category B Beneficiaries: Enterprises other than EME'S or QSE'S that are 50% black owned or 25% black owned or with a BEE Status Level of between Level One and Level Six.

Full value of Category A Enterprise Development Contributions excluding VAT = R0.00 x 1.25 = R0.00.

Full value of Category B Enterprise Development Contributions R0.00

Full value of Category A and B Enterprise Development Contributions: R0.00

Average annual value of all Qualifying Contributions made by the Measured Entity from the commencement of Code 600 or the Inception Date to the date of measurement as a percentage of the compliance target: R0.00.

QSE ENTERPRISE DEVELOPMENT SCORECARD:

Category	Indicator	Weighting Points	Compliance Target	Measured Entity	Measured Entity's Weighted Score
	Average annual value of all Qualifying Contributions made by the Measured Entity as a percentage of the compliance target	25	2% of Net profit after tax	0/2% of NPAT x 25 = 0	0
TOTAL					0 Points

Net Profit After Tax: R1 267 909. (Compliance Target: 2% of NPAT: R25 358.18) – Enterprise Development Contribution: R0.00.

PROCEDURE MANUAL	Doc Ref No: BEE/CP/15/A2
Title: QSE Scorecard Analysis	Revision No: 03
Copy No: 03	Page 8 of 8
Compiler: L Frank	Date Compiled: 26 November 2008
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Note: The NPAT or average target applies unless:

- 1) the measured entity does not make a profit last year or on average over the last five years;
- 2) the net profit margin is less than a quarter of the norm in the industry
- 3) If the Turnover is to be used, the target will be set at: 1% of Indicative Margin (NPAT/Turnover) x Turnover. Indicative profit margin is the profit margin in the last year where the company's profit margin is at least one quarter of the industry norm.

Total score in this category: 0 Points (Not taken into consideration)

1.4 Socio-Economic Development:

1.4.1 Social Commitment:

QSE SOCIO-ECONOMIC DEVELOPMENT SCORECARD:

Category	Indicator	Weighting Points	Compliance Target	Measured Entity	Measured Entity's Weighted Score
	Average annual value of all Socio-Economic Development Contributions made by the Measured Entity as a percentage of compliance target.	25	1% of Net Profit After Tax	33 278.97/1% of NPAT x 25 = 65.62 (Maximum: 25)	25
TOTAL					25 Points

Net Profit After Tax: R1 267 909. (Compliance Target: 1% of NPAT: R12 679.09)
Socio Economic Contribution: R33 278.97.

Note: The NPAT or average target applies unless:

- 1) the measured entity does not make a profit last year or on average over the last five years; the net profit margin is less than a quarter of the norm in the industry
- 2) If the Turnover is to be used, the target will be set at: 1% of Indicative Margin (NPAT/Turnover) x Turnover. Indicative profit margin is the profit margin in the last year where the company's profit margin is at least one quarter of the industry norm.

Total score in this category: 25 Points

SIGNED and DATED at CAPE TOWN on this 11th day of September 2009

Hema Jeaven – Verification Analyst
For and on behalf of BEE Empowered
And Labour Consultancy CC

Lizette Frank – Verification Manager
For and on behalf of BEE Empowered
and Labour Consultancy CC