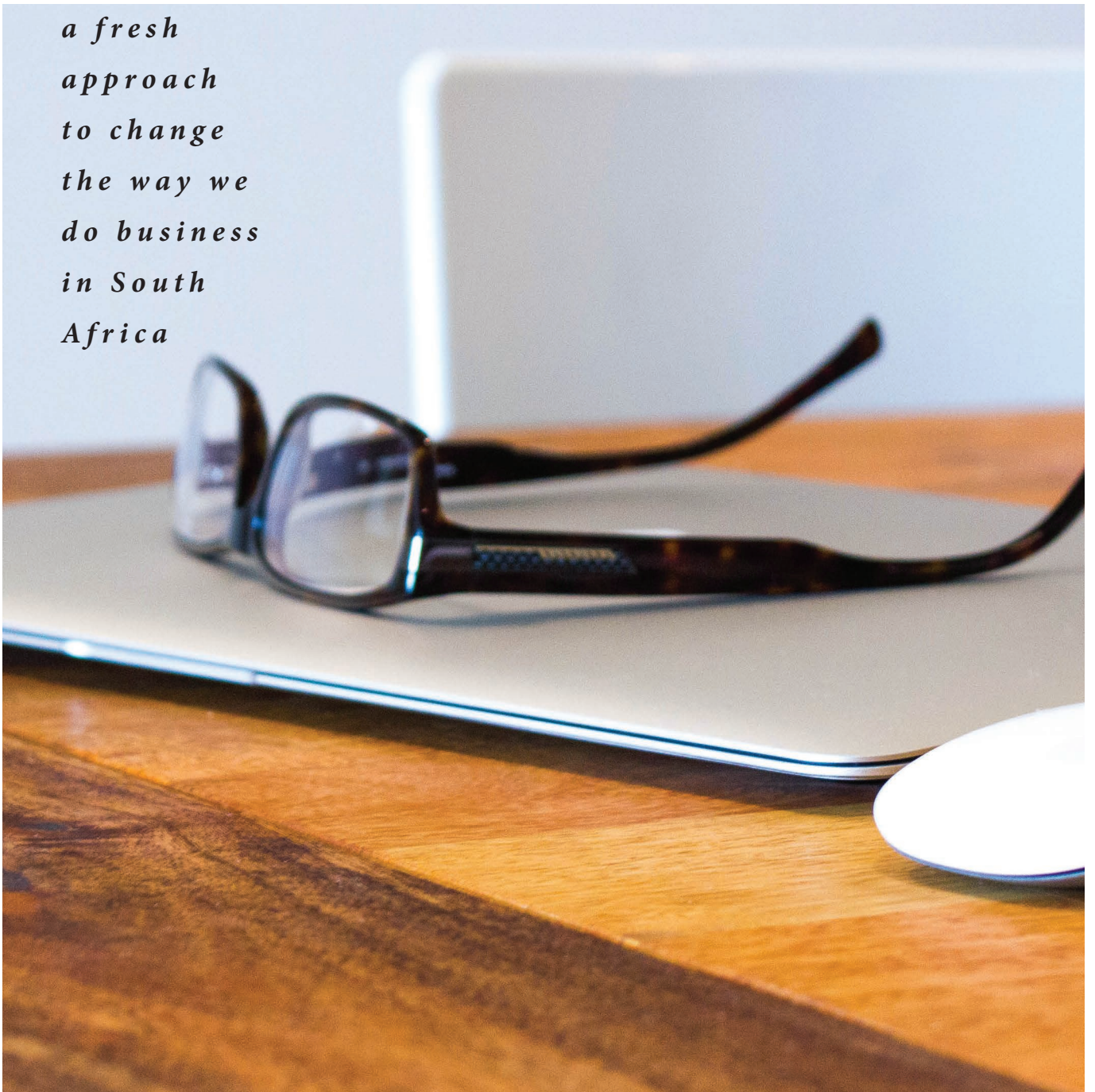


B-BBEE ADVISORS
BUSINESS GROWTH
CORPORATE GOVERNANCE



*Okó Vusa
literally
means
“renewed
eye”; it’s
the idea
of taking
a fresh
approach
to change
the way we
do business
in South
Africa*



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*Business Growth,
Corporate Governance
& B-BBEE Advisors*

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*“Engineering
a path
to success:
Tailoring
development
programmes
to move
business
forward”*

From the Beginning

Okó Vusa was created by the demand from business for a more sophisticated approach to compliance and the regulatory environment, particularly around B-BBEE and Transformation.

A lack of oversight and control over process has left business feeling hand-tied and in the dark. Our mission is to create a structured business environment that brings clarity, understanding, and measurability to the process.

We stand for:

- Transparency;
- Accountability;
- Good governance;
- Efficiency;
- Simplicity; and
- Effectiveness

Our Approach

Knowledge and understanding form the foundation to any successful undertaking. We seek to empower people through sharing our knowledge, experience and in-sight.

This is a two-way street, which is why we take a consultative and open approach in everything we do. The better we understand you, the more effective we can be.

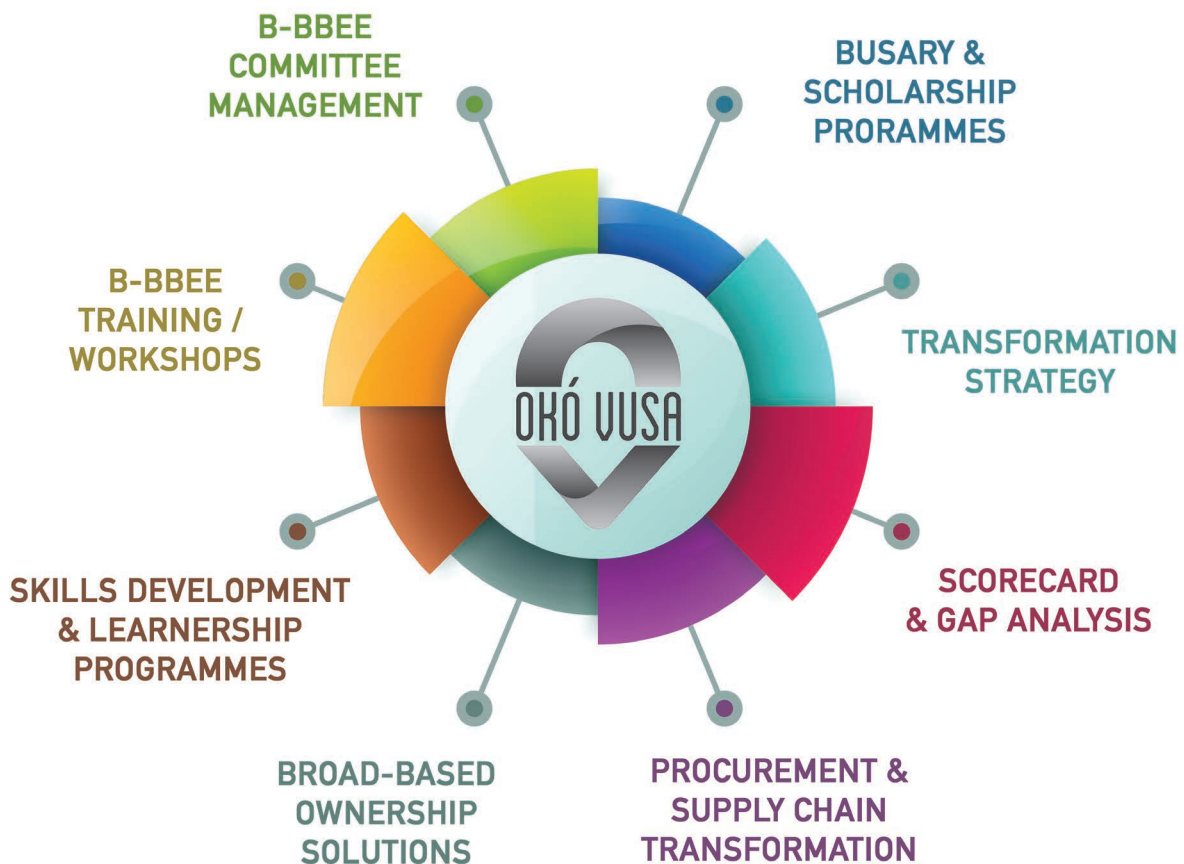
This is essential to combining and harmonising compliance initiatives with existing business objectives and growth strategies. We believe there is always an opportunity for these two often opposing ideas to work in conjunction with each other.

B-BBE & Transformation Advisory

Designing and implementing strategies that are not only B-BBEE compliant but deliver tangible benefits into the business.

We are about changing the Transformation landscape. Making compliance work hand-in-hand with real business objectives. Taking an inclusive approach to a traditionally top-down transaction. Its no longer enough to simply 'score the points', B-BBEE must also deliver value for money, create opportunities, and work to enhance the business environment.

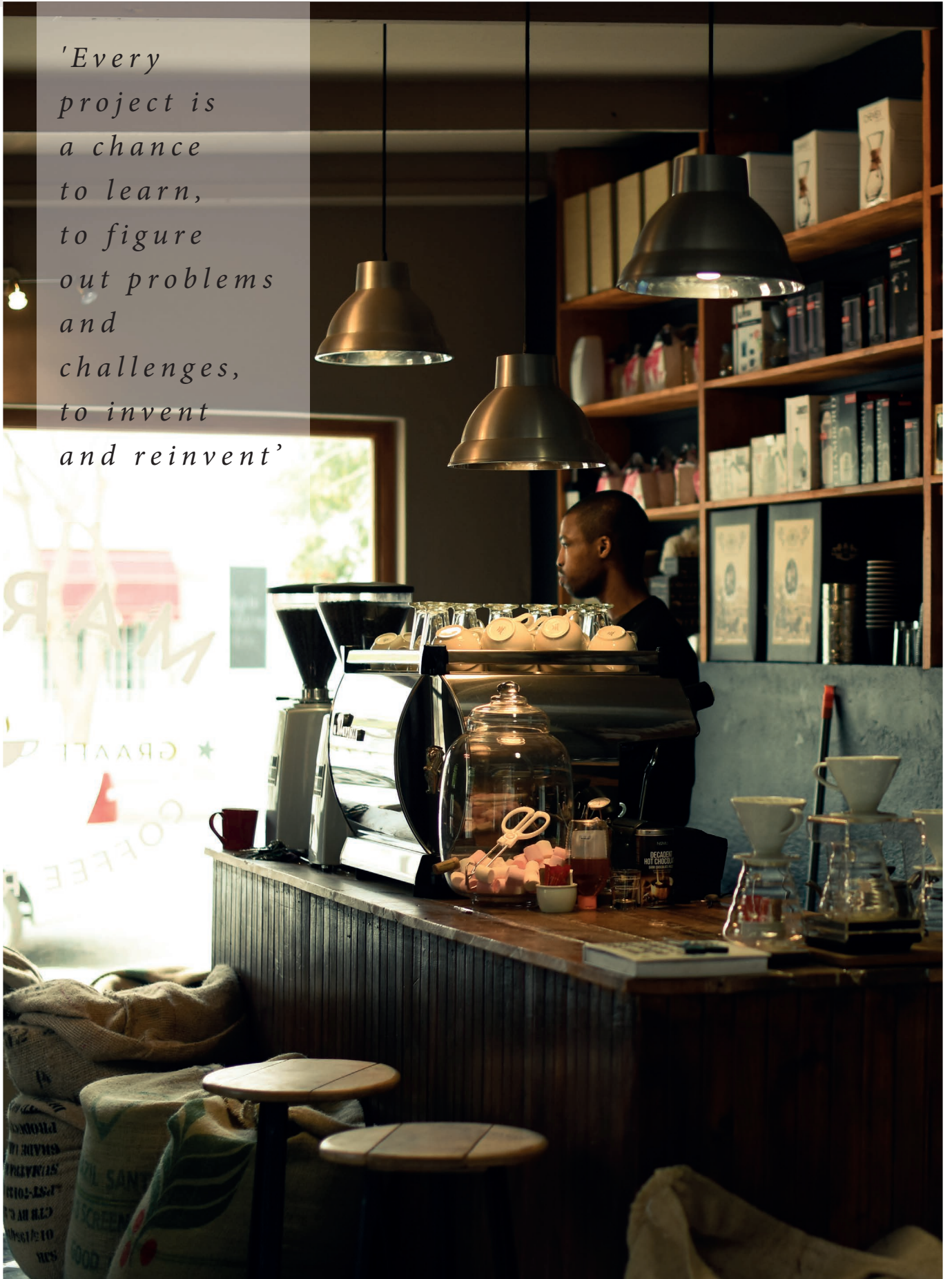
Okò Vusa Offering....



*Working
with
people
to create
simple
elegant
solutions*



*'Every
project is
a chance
to learn,
to figure
out problems
and
challenges,
to invent
and reinvent'*



B-BBEE Advisory

The Amended B-BBEE Codes of 2013 are in most respects more demanding to comply with. As a business you need to devote more time, resources, and money to B-BBEE to enjoy the same recognition level on your certificate.

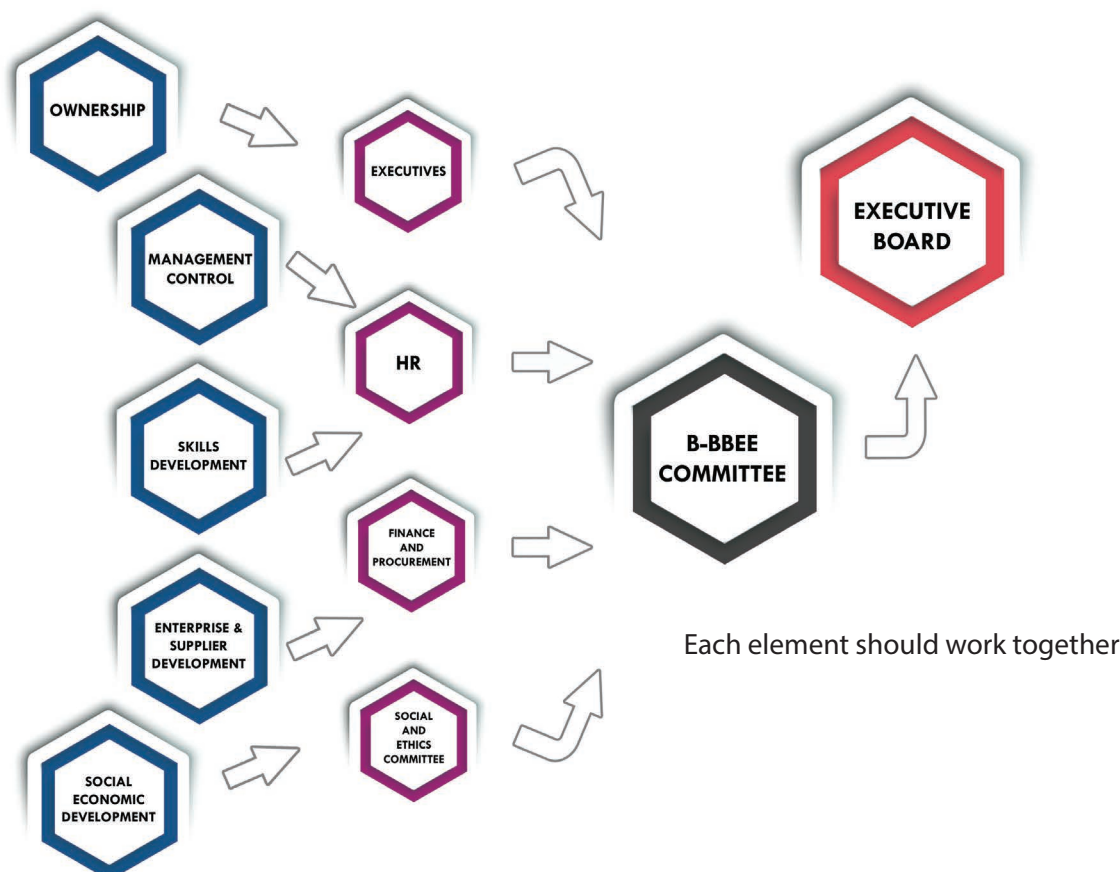
What does this mean for your business?

- A 2-3 level drop,
- Higher cost of compliance,
- Loss of business

Okó Vusa has helped many businesses across a variety of industries reach their full B-BBEE potential, which is greater than you might think...

A Good B-BBEE strategy:

- Starts early
- Takes a long view on compliance
- Aligns with business growth strategies
- Reinforces business objectives
- Is empowering, not enriching



Ownership

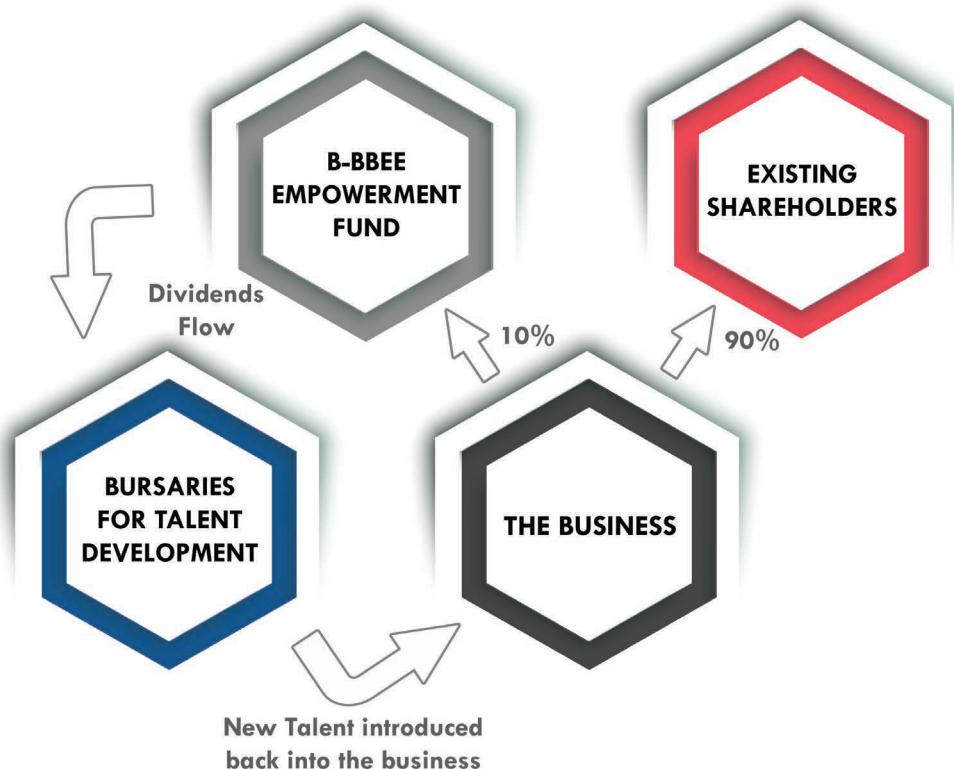
The new B-BBEE Codes have introduced a level-drop penalty for failing to meet the Ownership sub-minimum of 10% Black shareholding. This means that for many businesses without ownership the best they can hope to achieve is a level 7 or 8.

Allow Okó Vusa to walk you through the options and develop an ownership model that suits the needs of the business now and into the future.

We have helped businesses of all sizes, from construction, IT, and advertising industries create and implement ownership solutions that are B-BBEE compliant, furthers meaningful economic transformation and have a sound basis in good business practice.

A typical Okó Vusa B-BBEE Ownership Structure:

- Provides the 10% sub-minimum
- Avoids the level-drop penalty
- Fully compliant
- Contributes approximately 14 points to the B-BBEE scorecard
- Provides benefit back to the business through talent development
- Positively influences other elements of the B-BBEE scorecard, particularly Socio-Economic Development
- Benefits the most needy of Black South Africans through opportunities in education.



Skills Development

The spend target on the Skills Development scorecard has doubled to 6% of salaries and wages cost. Furthermore, for generic companies there are individual targets for skills investments in African, Indian and Coloured employees. There is also a level-drop penalty for not scoring at least 40% of the points on this element.

For many businesses Skills Development poses a real challenge.

Our View

Accredited learning programmes are the best solution;

- Scores points across the entire Skills Development Scorecard
- Is cost effective
- Adds real benefit to the business through upskilling of employees
- Builds Employment Equity & Management Control

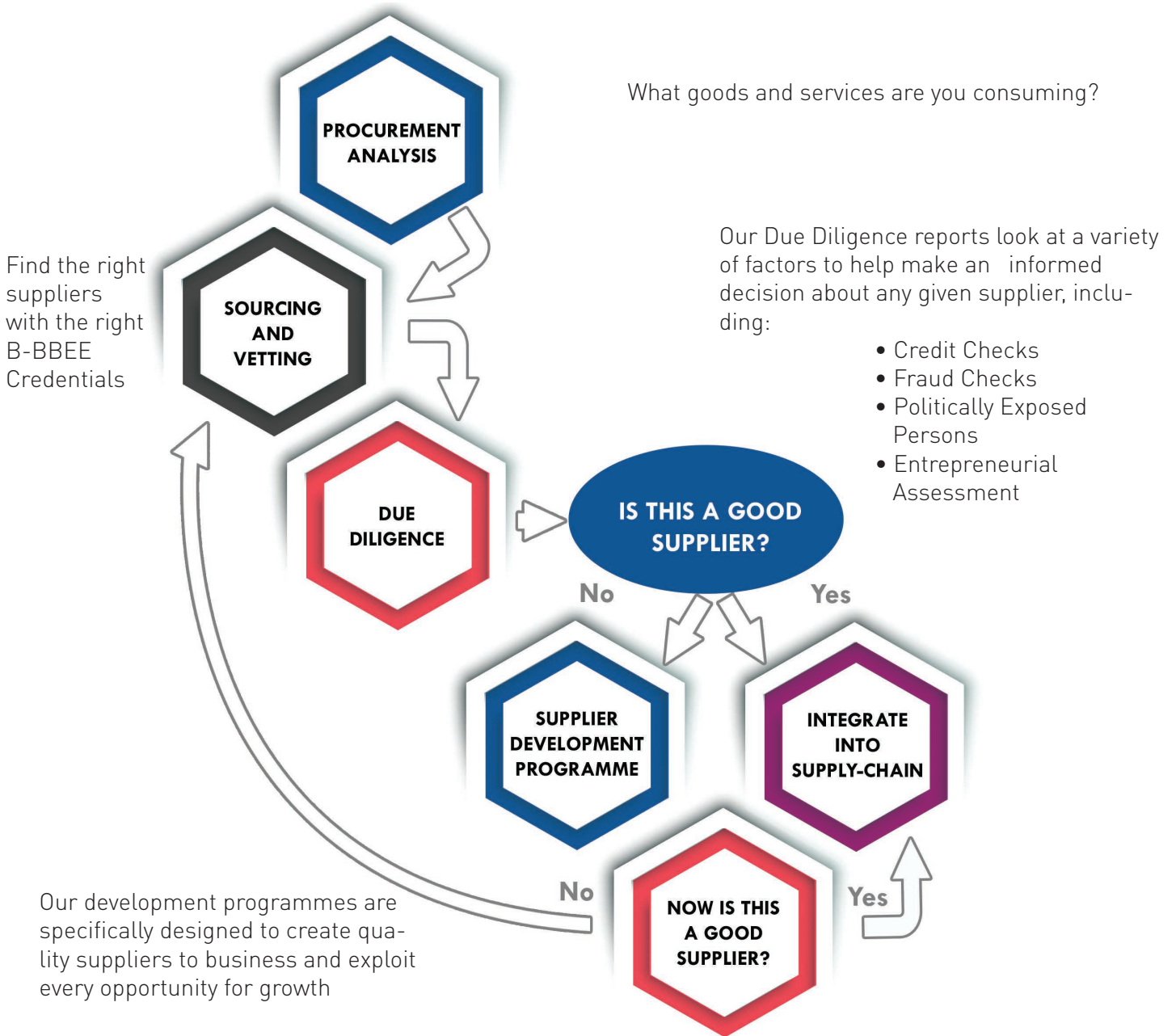
Okó Vusa can assist you by finding the right people with the right skills on the right learning programmes for your business. We partner with a number of learnership programme providers across a variety of industries.



Enterprise and Supplier Development

How much is your business spending with Black owned companies?
 Will you meet the 40% subminimums and avoid the level-drop penalty?

Okó Vusa are specialists in Supply-Chain Transformation, here's how:



The best suppliers are integrated into the Supply-Chain and begin contributing to Preferential Procurement.

Testimonials

HERE'S WHAT SOME OF OUR CLIENTS AND PARTNERS SAY...

"We have been working with Okó Vusa for 2 and a half years now. One of our very first experiences with them was a workshop on the Amended B-BBEE Codes. We found it extremely informative and it was delivered in a professional, easy to understand manner. The language was simple and where difficult concepts came up time was taken to ensure a good understanding was achieved."

- [Alexa Nel, TC Design Architects](#)

"I have recommended Okó Vusa to a few of my clients for B-BBEE training and each time they have delivered very insightful content in a professional and proficient manner. Their interpretation and advice for application of the B-BBEE Codes is very practical and communicated in an easy to digest way"

- [Albert de Lange, Director at DNL Associates Inc.](#)

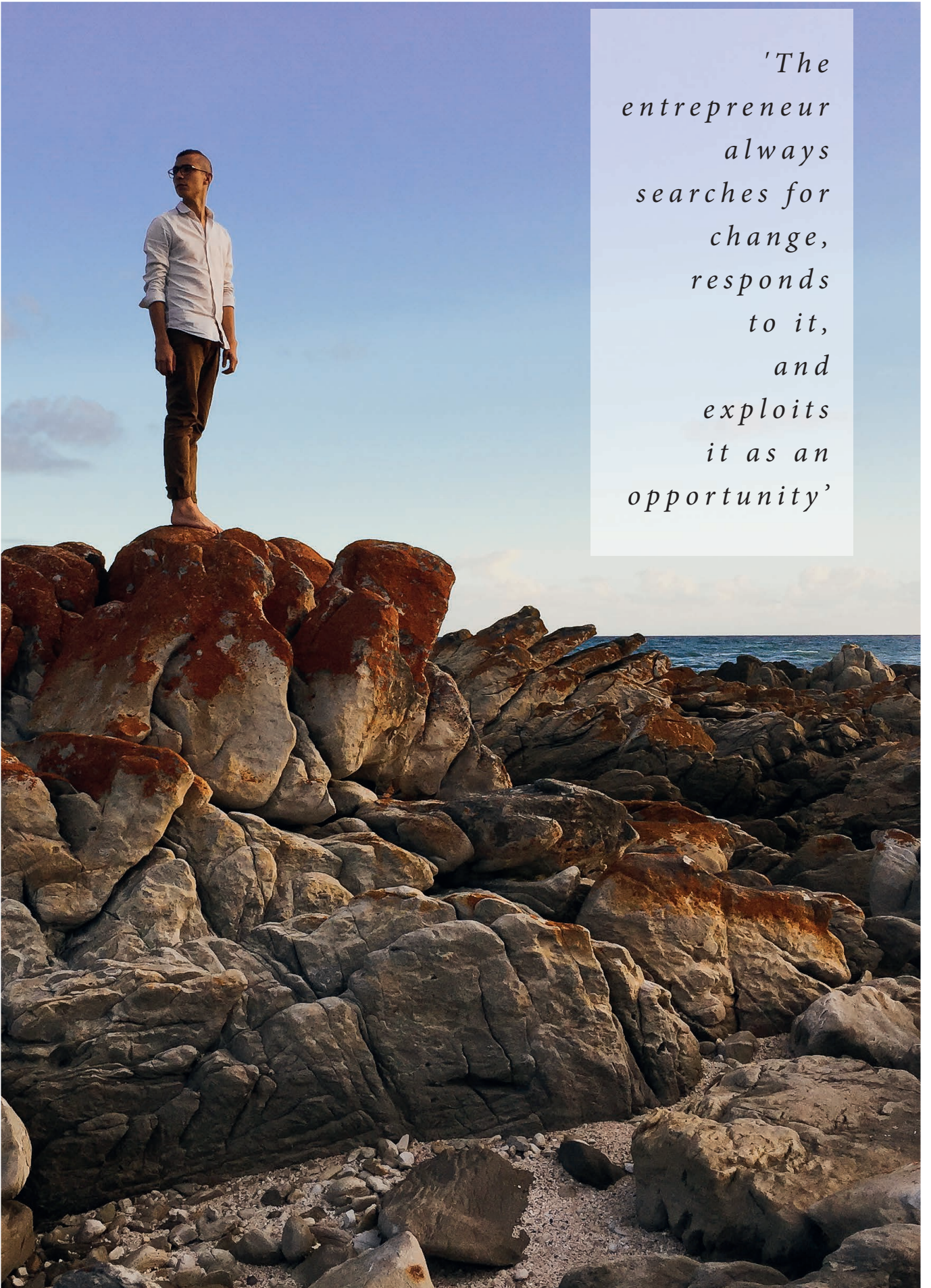
"Okó Vusa also manages our Enterprise and Supplier Development programme, which has been a challenge for us being a multinational tyre company. They have been very proficient in executing the programme, they were able to find qualifying businesses to fit into our supply-chain, which is not easy as most of our procurement is from overseas. Their technical knowledge of B-BBEE has also meant that we always achieved the greatest amount of points for the least effort on our part."

- [Riaan van Niekerk, Financial Manager, Pirelli Tyres](#)

"We are excited to continue working with Okó Vusa in reaching our B-BBEE objectives... I am confident in the value you provide to us and to our B-BBEE partners. This is in large part due to your open and frank attitude toward the work and the transparency with which you operate"

- [Mike Wittmann, Financial Director, Aquatan](#)

*'The
entrepreneur
always
searches for
change,
responds
to it,
and
exploits
it as an
opportunity'*




Our Clients



Development Portfolio





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BEE
LEVEL
CONTRIBUTOR **2**

Black Ownership:
51.00%
Black Women Ownership:
26.01%