

ABRIDGED COMPANY PROFILE



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Registration No.: 2011/004127/07

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1. Background

a. COMPANY HISTORY

Greenstar Power Saving Solutions was registered in 2011. Several energy efficient projects, mainly energy efficient lighting projects, were undertaken by the company. After a successful installation at a top restaurant at the V&A Waterfront in Cape Town, we were approached by the owner who wished to be a business partner. We agreed and revised our shareholding agreement. After several successful installations, including the 5 star Crystal Towers Hotel, because of the limited input of the new shareholder, we agreed to buy out the new shareholder and again took 100% ownership of the company. We then expanded our services to include renewable energy, especially Solar PV.

b. WHAT WE DO

We are energy efficient specialists. We are fortunate that we have the services of a hands-on Electrical Engineer who takes care of all the technical aspects of our projects. We also are fortunate to be able to call on the experience of our financial manager who has in excess of 20 years' experience in the South African business corporate sector. Here are some of the energy efficient interventions we are able to offer our clients:

Renewable Energy Solutions

- Our company has a strong focus on renewable energy solutions, especially solar photovoltaic (PV) installations. We concentrate mainly on the commercial market rooftop installations. We also have solutions for residential PV rooftop installations where we are close to forming an alliance with Enel Green Energy, a world leader in renewable energy based in Italy. Our solutions include cover for load shedding where we use panels to charge batteries and then use the battery power for the critical loads during power outages. We also have a small focus on industrial rooftops. Our company has also recently acquired the rights to distribute an Australian manufactured mini wind turbine. This is also designed for rooftop installations and we are excited to be able to offer our clients a renewable hybrid solution where we combine the electricity produced by the solar PV

modules along with the power produced by the wind turbine. In this way we further reduce our clients' reliance on the Eskom national electricity grid.

SARS 12B

- SARS have a 12B tax incentive in place at present that allows installers of renewable energy to depreciate the capital investment over a period of 3 years. The accelerated depreciation is as follows: 50% in year 1, 30% in year 2 and 20% in year 3. The potential Service Provider could assist us in the implementation of renewable energy projects, especially rooftop solar PV, as they have a good track record in commercial solar PV installations.

Green Building Council – Existing Building Green-Star Rating

- The Green Building Council of South Africa (GBCSA) now has a rating tool, Existing Building Performance (EBP), to rate existing buildings. By far the majority of buildings in South Africa are existing buildings as compared to new builds. This tool has a strong focus on the operations aspect of the existing buildings. The existing building's performance is rated in various categories such as energy consumption, indoor air quality, lighting, alternative transport, green leasing, to name a few. Due to legislation and other environmental pressures, many property owners and tenants alike are investigating having their office block, hotel, factory or any other commercial property rated by the EBP tool. Our company is preparing to put a strong focus on the EBP ratings and, at the moment, are one of the few companies who specialise in this service – whether it be 3, 4, 5 or even 6 Star World Leader accreditation.

SANAS

- Greenstar Power Solutions is in the process of achieving South African National Accreditation System (SANAS) accreditation. This will allow them to facilitate a company taking advantage of the 12L South African Revenue Services (SARS) energy reduction incentive. Under this scheme, an accredited energy services

company will establish a baseline at a client's plant before any energy savings interventions are implemented. After the intervention has been implemented, the accredited energy services company will confirm the energy savings achieved which will allow the company to claim 96 cents for every verified kWh saved for a period of 12 months. This could result in substantial financial tax benefits for any company that implements energy efficiency interventions. This could be something as simple as behavioural changes.

Electrical Contracting and Maintenance

- Greenstar has a fully functional electrical contracting division that undertakes a range of electrical construction projects. Two teams comprising of qualified electricians, semi- skilled operators and experienced labourers have undertaken installation projects that have included schools, prisons, a fire station and a hospital. Our technical director, with more than thirty years' experience in the electrical industry, oversees this division of the company. The hospital installation included a new sub-station with 11,000V switching, Main LV room, standby generator with automatic changeover, air-conditioning, X-ray machine connections and all the electrically sensitive equipment found in ICU. In 2007, the company completed the electrical installation for four high schools simultaneously. Greenstar is geared to complete most heavy current electrical installations that would be undertaken in the Western Cape.

Hot Water Solutions

- Greenstar Power is also in the position to offer energy saving solutions in terms of hot water requirements. Conventional Heat Pump installations are undertaken as well as a new technology, UK designed thermodynamic solution for heating water. This applies to residential as well as commercial installations.

Online Energy Consumption Monitoring

- We strongly recommend to our clients to have some sort of monitoring, preferably real-time internet monitoring, so that any promised energy savings can be proven. Many companies in this field promise significant savings and then fall short of their promises after the installation. It is imperative to establish an accurate energy consumption baseline before any interventions and online monitoring can play an important role in this regard. Peak periods and energy spikes can be identified and remedied.

Power Factor Correction

- Many companies can significantly reduce their energy consumption by improving the power factor of their electrical supply. If a client does not have internet monitoring, we will install a data logger for a period of 2-4 weeks and in that way get all the vital statistics of their energy consumption, including the power factor. We have the ability to calculate the number and size of the capacitors required to improve the power factor and then to also implement the installation. This only applies to clients to have a kVA charge on their tariff. Improving the power factor for those clients who are only charged for the kWh consumed will not have an impact on their electricity account.

3-Phase Intelligent Motor Control

- We have access to technology that can efficiently control fixed speed 3 phase motors. An electric motor is highly inefficient when it is not fully loaded. This device has the ability to sense when a motor is not fully loaded. It will then only deliver enough power to the motor to satisfy the load requirements at any particular time. For example, if there are only two people on an escalator, the device will only deliver enough power to the motor to transport 2 people. If 20

people travel on the escalator, the device will increase the output power to cater for transporting 20 people. This applies to any situation where there are fixed speeds but variable loads. Successful installations include conveyor belt systems, injection moulding, pumping systems and compressors.

Air Conditioning Solutions

- There are several energy efficient air conditioning solutions that we offer. Besides installing variable speed drives to control the condenser pumps, chilled water pumps and the cooling tower motors we also install UV lighting in the air handling units that destroys the bacterial build-up on the AHU coils, resulting in savings on the AC system of up to 25% of the AC costs. This is a new intervention in South African commercial buildings. Because the fins of the AHU aren't clogged up, the chilled water pumps operate far more efficiently and the building is cooled efficiently. There are also solutions for split units where a device is installed that will prevent a space from being "over air conditioned".

Energy Efficient Lighting Solutions

- Often this is the easy intervention, the 'low hanging fruit'. We have completed many successful energy efficient lighting interventions where we have replaced energy hungry lamps with efficient lighting solutions. Some examples are when we retrofitted most of the top restaurants at the V&A Waterfront in Cape Town with LED lights without compromising the establishments' ambiance and dimming requirements. We achieved this to the satisfaction of all our highly discerning clients. All the restaurants and hotels reported that there was no compromise in their offering to the clients in terms of ambiance even though energy efficient lighting was installed. The customers did not even notice the change in lighting. This sets us apart from our competition where there are

numerous complaints about having energy efficiency lighting at the expense of the customer experience.

We also offer industrial lighting solutions. Typically this would be the replacement of 400W high bay lighting with energy efficient 200W Metal Halide light fittings, an immediate reduction of 50% in power consumption by the existing lighting installation. This intervention is very successful in factories and warehouses.

Products and Equipment

At Greenstar Power Solutions, we pride ourselves on using only the highest quality equipment coupled with the most comprehensive guarantees and warranties. Our products have proven track records and comply with all strict European and International benchmarks.

Certificates of Compliance are issued for all our installations when necessary.

2. Strategy & Vision

a. Vision statement

Our vision - To be the Energy Savings Company of choice in Southern Africa.

b. Mission statement

Benefitting all through sustainable energy solutions

3. Management, Ownership & Staff

a. Director

RL Willemse

b. Staff

Technical Manager:	Wayne Willemse
Operations Manager:	Melvyn Crowie
Legal:	Mike de Nobrega
Sales Manager:	Warren Ambler
Marketing:	Rudi Willemse
Corporate Governance:	Roger Ward
Project Manager:	Robin Williams
Electrical Operator:	Mathias Masunungure
Electrical Assistant:	Philip Myeza
Part-time Consultant:	Trevor le Roux

c. BBBEE

Greenstar Power Saving Solutions is a proud Level 1 BBBEE service provider (certificate available on request).

4. Affiliations

