



Mark Gemmill



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What We Do

Quiver Tree Capital offers empowerment related ownership solutions that allow our clients to prosper in the South African regulatory environment. Our expertise gives us the ability to turn seemingly impossible constraints into a competitive advantage.

Being part of the solution should not come at the cost of:

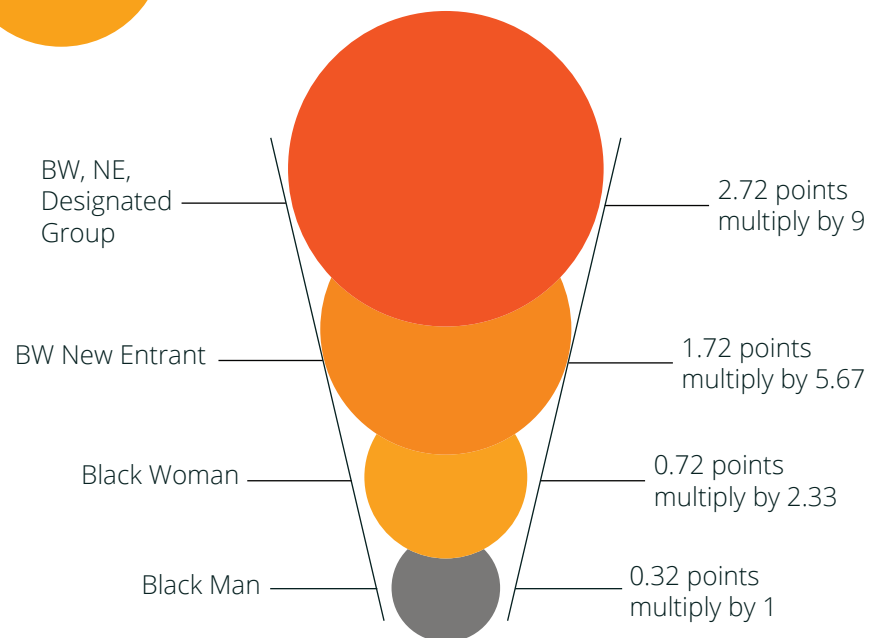
Competitiveness, Control and Flexibility

We believe that Society cannot prosper unless its businesses prosper. Staying true to this value has made us a partner of choice of a growing number of privately owned local and multinational companies.

+27 11 073 1730

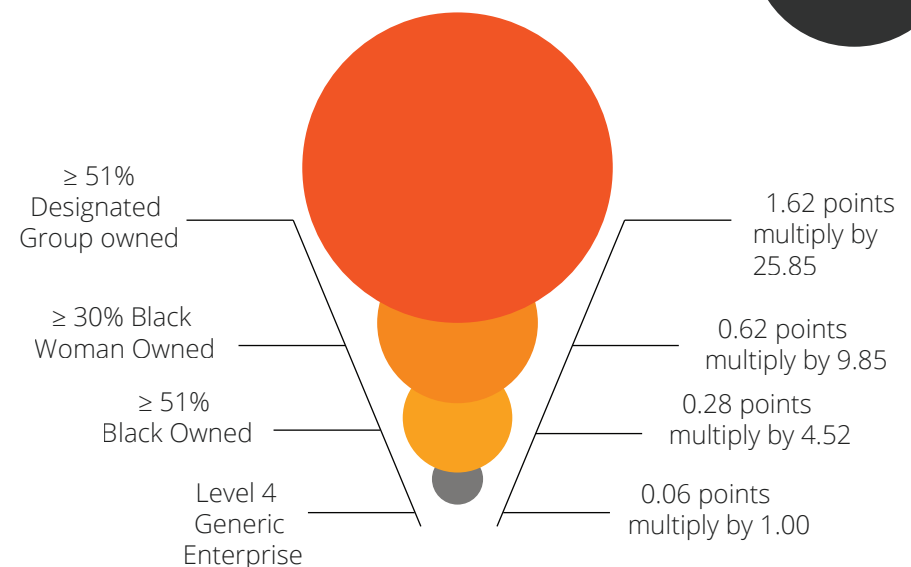
quivertreecapital.co.za

Ownership, an illustration



1% of equity in the hands of a Black person delivers 0.32 of a point. 1% in the hands of a Black person who is classified as a Black woman delivers 0.72 points. If that Black woman is also a New Entrant and a member of a Designated Group, she will deliver 2.72 points. Selecting a Black person who falls into all four categories will deliver 8.5 times more points than a partner who is simply a Black person.

Preferential Procurement



Preferential Procurement points delivered to your client per 1% of TMPS spent with your company

Preferential Procurement points are the mechanism by which empowerment ripples through the economy. Boosting the procurement points that your company provides is of much greater benefit to your clients than increasing your empowerment level is. Preferential Procurement points offer a non-price form of competition. Structuring your ownership around the requirements of the Preferential Procurement scorecard is the key to turning B-BBEE into a competitive advantage.

Ownership Attributes	Target Spend*	Points	Points/1% Spend	Most Suppliers	≥ 51% Black	≥ 30% B W	≥ 30% DG	QSE *
Empowering Supplier	80%	5	0.063	0.063	0.063	0.063	0.063	0.078
Qualifying Small Enterprises	15%	3	0.200					0.250
Exempted Micro Enterprises	15%	4	0.267					
≥ 51% Black Owned	50%	11	0.220		0.220	0.220	0.220	0.275
≥ 30% Black Woman Owned	12%	4	0.333			0.333	0.333	0.417
Total points		27	1.083	0.063	0.283	0.616	0.616	1.020
≥ 51% Designated Group	2%	2	1.000				1.000	1.250
Total (incl. bonus points)		29	2.083	0.063	0.283	0.616	1.616	2.270

* A function of Total Measured Procurement Spend x Spend Recognition Level

* Black owned QSEs are recognised as Level 2

Call us to start
owning
Ownership
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