



ENDURING ENERGY. BUILT TO LAST.

*One partner across the renewable energy value chain — translating capital, capability,
and credible delivery into projects that **actually close**.*

ENERGY CONSULTANCY • BUSINESS DEVELOPMENT • PRODUCT & SERVICE ENDORSEMENT • FUNDING ORIGINATION



ONE PARTNER, FIVE AUDIENCES

Each engaged through a distinct commercial pathway.

Commercial, Industrial & Agricultural Offtakers

Engage us directly for consultancy, funding origination, and introduction to a trusted EPC network — one umbrella over design, build, and funding.

EPC Contractors

Bring us their offtaker projects to fund, and partner under our retainer subscription for priority origination capacity and faster turnaround.

Funders & Investors

Receive a pipeline of pre-screened, financially assessed, origination-ready projects — filtering out the deals that waste credit committee time.

Products & Service Providers

Contract us to endorse and represent differentiated products and providers, embedded directly into our EPC and offtaker conversations.

Manufacturers, Distributors & Service Providers

Contract us to sell their product or service on their behalf — an outbound business-development capability under independent contract.



ACROSS THE RENEWABLE ENERGY VALUE CHAIN

A full suite of four offerings — each standing alone, together compounding.

We operate at the intersection of strategy, capital, and delivery. We originate funding for projects up to R500 million, drawing on a panel of 32 funders and investors and direct relationships with South Africa's major banks — and we surround that with consultancy, endorsement, and business development.

1 • ENERGY CONSULTANCY

A no-fee advisory entry point for offtakers — single sites to corporate groups — monetised downstream.

2 • BUSINESS DEVELOPMENT

We sell a client's product or service on their behalf as an independent contractor — a distinct division.

3 • PRODUCT & SERVICE ENDORSEMENT

Contracted, selective endorsement of differentiated products and the service providers that deliver them.

4 • FUNDING ORIGINATION

Project funding up to R500M via a 32-funder panel and direct bank relationships. Debt-style and equity-style structures.



FOR OFFTAKERS WHO NEED RESULTS

From single sites to corporate groups — we sit on the offtaker's side of the table.

SINGLE-SITE OFFTAKER ADVISORY

For a business that knows it needs an energy solution but doesn't know where to turn — a no-fee entry point taking a single site from assessment to a signed, funded, installed system.

CORPORATE & PORTFOLIO CONSULTANCY

For large corporates and groups running a programme across multiple sites and a pipeline — a contracted engagement, per-project fee or portfolio retainer, as the in-house energy team.

WHAT WE DO

- Assess energy profile, consumption, site constraints, and commercial objectives
- Recommend the right technology mix — PV, storage, wheeling, virtual PPA, hybrid
- Introduce a shortlist of vetted EPCs matched to the project
- Structure the right funding from our panel and banking relationships
- Oversee the engagement through design, funding approval, and execution

Why offtakers use us. We are not paid by the offtaker and do not mark up EPC quotes. Our economics align with finding the right solution — not the most expensive one. Both options are set out in full in our downloadable consultancy profiles at enerthiaenergy.co.za.



WE SELL YOUR PRODUCT, ON YOUR BEHALF

An independent contractor engagement — a distinct division.

For manufacturers, distributors, and service providers who want experienced sales reach — whether to reach the market without building an outbound team of their own, or to bolster and strengthen an existing business-development team. Sold on time, carried into the offtaker, EPC, property-group, retail, and direct-client conversations we already operate in.

ROUTE ONE — THE CLIENT BRINGS A PROPOSAL

The client sets out the product, target market, and objectives; Enerthia reviews for fit and confirms how it can deliver.

ROUTE TWO — THE CLIENT BUYS TIME

The client specifies an allocation of hours per day; Enerthia builds the lead-generation and sales approach around it.

WHAT THE CLIENT GETS

- An outbound sales capability on demand — or reinforcement for an existing BD team, from high-level industry specialists
- Access to Enerthia's market position across funding, supplier, manufacturer, and monitoring conversations
- A dedicated person or team, scoped to the mandate — contracted, accountable, and reported at an agreed cadence



DIFFERENTIATED, CREDIBLY REPRESENTED

Specific products and service providers — not whole brand portfolios.

WHAT WE LOOK FOR — PRODUCTS

- Stands out in its category — performance, innovation, or pedigree
- Measurable offtaker benefit — cost, efficiency, asset life
- Funder-compatible commercial structure, PPA where relevant
- Design integrity that reduces site risk or complexity
- Committed to post-sale support and warranty integrity

WHAT WE LOOK FOR — SERVICE PROVIDERS

- Track record of C&I delivery at scale
- Capability to handle complexity — multi-site, phased rollouts
- Delivery to deadline — slippage the exception
- Tier 1 products on site; clear, contract-compliant comms
- Reference-verified satisfaction; international backing a plus

Contracted & selective. Endorsement is a contract-based engagement — minimum 6-month term, monthly fee, granted to a named product or service provider, not brand-wide. We endorse selectively, because the endorsement only carries weight if we do.



EXPERIENCED ORIGINATION THAT CLOSES

Deals other originators kill — matched to the right capital.

Years of funder-side and scale-EPC experience. We know how credit committees think and how projects get built. We present one or two well-fitted options, not a catalogue — and we are not paid by the offtaker, do not mark up EPC quotes, and are not tied to a single funder.

FOR OFFTAKERS

- Project profile aligned to 32 funders & investors
- PPAs, instalment sale, lease, rent-to-own, ownership structures
- Bank-led structured finance where preferred
- Matched EPC introductions; managed to Financial Close

FOR EPCs

- Funding admin taken off your desk
- Retainer subscription — priority origination capacity
- Finders fees for projects you introduce
- Inbound referrals from our consultancy offtakers

FOR FUNDERS

- Pre-screened, origination-ready deal flow
- Structured docs, clear commercial framing
- Communication support to lift term-sheet conversion
- A partner motivated by deal quality, not volume

EACH OFFERING STANDS ALONE — TOGETHER THEY COMPOUND

And the model is customisable to what the client actually needs.

The integrated model. An offtaker who enters through our consultancy is funded through our origination, delivered by an EPC on our retainer subscription, and — where it fits — incorporates an endorsed product or provider. Every stage delivered by Enerthia or under Enerthia-structured agreements: a bankable, buildable, credibly financed solution, end to end.

WHY ENERTHIA

Experience inside funders & scale EPCs

How credit committees decide and how projects get built.

One or two options, not ten

We fit the funding to the offtaker, not the catalogue.

Plain-language translation

Commercial complexity made palatable for every stakeholder.

Direct, no hidden agenda

Not paid by offtakers, no EPC mark-ups, not tied to one funder.

Debt & equity covered

Traditional funders and equity investors — the right structure.

Commercial & Industrial

Agricultural depth — specialist experience where others find it too complex.



WHERE WE WORK, AND WHAT YOU CAN DOWNLOAD

Markets across the region — and a profile for every offering.

SOUTH AFRICA

Full coverage — Eskom and municipal markets, wheeling-enabled where applicable.

AFRICAN CONTINENT

Project origination across SADC and broader sub-Saharan markets.

INDIAN OCEAN ISLANDS

Specialist funding for island grid and C&I applications.

OUR OFFERING PROFILES

Each offering has its own detailed profile, downloadable at www.enerthiaenergy.co.za:

Energy Consultancy

The offtaker advisory entry point — single sites & corporate groups.

Business Development

The outbound sales service for manufacturers & distributors.

Endorsement Partners

The contracted endorsement framework for products & providers.

Enerthia for EPCs

Retainer subscription, Standard & Corporate tiers, finders fees.

Funder profile. The Enerthia for Funders profile is shared with qualifying funders and investors on request, under NDA.



Enerthia Energy

Enduring energy — built to last

GET IN TOUCH

ENERTHIA ENERGY (PTY) LTD

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This profile and its content are confidential.

Commercial terms for each offering are governed by the relevant Enerthia agreements — NDA, EPC Channel Partner Agreement, Funder Agreement, Service Agreement, Endorsement Agreement, or Independent Contractor agreement, as applicable.