



# CONSULTANCY PROFILE.

FOR CORPORATE GROUPS WHO NEED EXECUTION.

*A dedicated energy partner for groups managing existing portfolios and active development pipelines. We sit inside the property, finance, and project conversations from the brief — until every site is producing power.*

PER-PROJECT SERVICE FEE • PORTFOLIO RETAINER • CONCEPT TO COMMISSIONING • ONE PARTNER, END TO END



## CORPORATE ENERGY IS NOT A DECISION — IT'S A PROGRAMME

*It can't be run from a procurement file. It needs a partner inside the conversation.*

You have an existing portfolio — multiple sites, varying ages, varying loads, varying tariff structures, varying lease terms, varying infrastructure conditions.

You may also have a development pipeline — new builds, refurbishments, expansions, acquisitions — each carrying an energy decision best made before the slab is poured, not after.

**That programme cannot be run from a procurement file.** It needs an energy partner who sits inside the property, development, and finance conversations from the beginning — and stays there until every site is producing power.

### Existing portfolio

Site-by-site assessment, sequencing logic, balance-sheet outcome — across every site in scope.

### Development pipeline

In the room from the architectural brief — solar designed in, not retrofitted three years later.

### Programme work

Coordination across 8+ workstreams · attendance at the meetings that matter · single point of accountability.

### Years of relationships

55-EPC network and 32-funder panel — relationships built over years, not contact lists.

**We don't stop until every project is signed, funded, on site, and producing power.** And until your finance team has the savings landing in the management accounts.



## WHERE CORPORATE ENERGY PROGRAMMES STALL

*Not the technology — the coordination.*

### Coordination & workflow

Concept-to-power involves 8+ workstreams with dependencies, deadlines, and people to chase. Across a portfolio, this multiplies.

### Site variation

Different load profile, roof, tariff, lease, infrastructure age. Right answer for the flagship is rarely right for the satellite.

### Capital & balance-sheet

Some sites suit owned assets. Others suit PPAs. Some suit waiting. Wrong default applied across every site costs material money.

### Pipeline integration

Solar designed in at architectural stage costs a fraction of solar retrofitted three years after handover. Few have the partner in the room early.

### Governance & reporting

Boards, audit committees, ESG frameworks expect coherent strategy — not five EPC quotations stapled together.

### Time & bandwidth

FD, COO, property executive, development director — none of them has the bandwidth to run an energy programme alongside their day job.

**Solved by giving it to a partner whose only job is to run it.** With the relationships, the network, and the experience to run it well.



## FULL LIFECYCLE — ACROSS PORTFOLIO AND PIPELINE

*End-to-end scope. Accountability sits with us.*

### ACROSS YOUR EXISTING PORTFOLIO

#### Energy audit & consumption analysis

12 months of bills reviewed, load profiles built, tariffs interrogated, consumption mapped per site.

#### Technology & structure recommendations

Solar PV, BESS, hybrid, wheeling, virtual PPA — matched to each site and the group's capital position.

#### EPC procurement & management

Sites scoped, EPCs shortlisted from 55-strong network, quotations compared, contracts negotiated, builds monitored.

#### Funding origination & structuring

Curated options from 32-funder panel + direct bank relationships. Term sheets translated, contracts structured.

#### Project oversight to commissioning

Build programmes monitored, snags resolved, regulatory and utility sign-offs managed, hand-over documented.

#### Reporting & governance

Programme dashboards, board reporting, ESG-aligned documentation, audit trail.

### ACROSS YOUR DEVELOPMENT PIPELINE

#### Architectural & design-stage involvement

We sit in the architectural review, the developer brief, the design coordination meetings.

#### Specification & tendering

Energy systems specified into the construction tender — duplicated infrastructure costs avoided.

#### Coordination across construction trades

Roof structures, electrical, conduit, switchboard, inverter housing — coordinated during build, not after.

#### Commissioning aligned to occupation

Energy systems commissioned and producing power on or before practical completion.

**In the room from the brief.** Energy decisions taken at design-stage save years of retrofit cost and complexity. That's where we add the most value on a development project.



## TWO CONTRACTED STRUCTURES · SAME END-TO-END SCOPE

*The difference is how we are resourced — and how the group prefers to commit.*

### OPTION 1 · PER-PROJECT SERVICE FEE

*A single defined project · concept to commissioning*

#### **One project, one scope, one fee**

Agreed in writing before work begins, against a defined scope of work.

#### **Concept to commissioning**

All assessment, recommendation, EPC procurement, funding, oversight, hand-over included.

#### **Suited to**

Groups testing the engagement; groups with a single high-priority project; phased rollout one project at a time.

### OPTION 2 · PORTFOLIO RETAINER

DEDICATED

*Continuous engagement · the in-house energy team you don't have to build*

#### **Continuous across portfolio**

Existing sites, development pipeline, any project arising during the term — single commercial structure.

#### **Dedicated bandwidth**

Principal point of contact, supporting analyst, EPC + funder relationships committed to the retainer.

#### **Suited to**

Property groups, hotel groups, retail groups, listed funds, multi-site corporates with 3+ active sites.

**How fees are agreed.** Fees are agreed in writing per client, scoped against the project, the portfolio size, the development pipeline, and the level of dedicated resourcing required. Both structures sit under a contracted services agreement.



## WHAT THE ENGAGEMENT COVERS

*Whether per-project or portfolio retainer — the deliverable scope is the same.*

### STRATEGY & ASSESSMENT

**Portfolio-level energy assessment** · per-site review of consumption, infrastructure, tariff, rollout priority

**Strategic recommendation** · per-site technology mix, commercial structure, sequencing logic, headline economics

**Capital & tax structuring inputs** · Section 12B applicability, ownership structures, balance-sheet impact

### PROCUREMENT & FUNDING

**EPC procurement** · shortlisting from 55-strong network, scope definition, quotation comparison, contract negotiation

**Funding origination** · curated options from 32-funder panel + direct bank relationships, term sheets translated

**Negotiation in your interest** · term lengths, escalation, end-of-term, buy-out values, cession rights, force majeure

### DELIVERY & COMMISSIONING

**Project oversight** · build programme monitored, snags resolved, EPC accountability maintained, sign-offs managed

**Commissioning & hand-over** · we attend commissioning, document hand-over, stay involved through first month

**Post-commissioning support** · performance review, anomaly investigation, the relationship to lean on

### GOVERNANCE & REPORTING

**Programme dashboards** · per-project status, milestone tracking, financial close progress, energy production once operational

**Board & exco reporting** · quarterly reports formatted for board papers, audit committees, risk reviews

**ESG-aligned documentation** · project documentation, generation data, carbon impact aligned to your reporting framework



## FROM FIRST CONVERSATION TO A SIGNED ENGAGEMENT

*What the path looks like and what it takes.*



**A note on pace.** From signed engagement to first project producing power is typically four to six months for a single commercial-scale site. The cadence is the cadence — and the programme does not stall.



## SECTORS AND GROUPS WE SERVE

*Where corporate-scale energy programmes deliver the highest economic and operational impact.*

### PROPERTY GROUPS & FUNDS

Multi-site retail, office, industrial, mixed-use portfolios · managed properties · new development pipelines · tenant- and landlord-installed structures.

### HOTEL GROUPS

Multi-property hospitality groups, lodge collections, resort portfolios, group-managed hotel real estate where energy is a material P&L line.

### RETAIL GROUPS

National and regional retail chains, distribution centres, head-office portfolios with consistent operating profiles across multiple sites.

### MULTI-SITE CORPORATES

Manufacturing groups, logistics operators, agri-corporates with multi-site processing operations, corporate real estate portfolios.

### ACTIVE DEVELOPMENT PROGRAMMES

Property developers, hospitality developers, corporate clients running active new-build or refurbishment programmes — energy strategy in from the start.

**Geographic reach.** South Africa as the home market · broader African continent · Indian Ocean island markets.



## MOST STOP TOO EARLY. WE DON'T.

*An anchor principle that defines the engagement.*



*Most consultancies stop at advice. Most EPCs stop at installation. Most funders stop at Financial Close. We don't stop until every project is signed, funded, on site, and producing power.*

### Single point of accountability

One principal contact named at engagement. The single accountable interface from brief to commissioning.

### Relationships, not contact lists

55-EPC network and 32-funder panel — built over years where trust has been earned and execution has been tested.

### Through the first month

We stay involved through commissioning and the first month of operation — until savings are landing as modelled.



## ENERTHIA ENERGY (PTY) LTD

*Enduring energy — built to last.*



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