ENERGY CONSULTANCY.

FOR OFFTAKERS WHO NEED RESULTS.

Independent energy consultancy for businesses navigating rising electricity costs, grid unreliability, and a confusing market of EPCs and funders. We sit on your side of the table — and we move you from idea to operating system.

INDEPENDENT ADVICE · NO FEE TO YOU · FROM IDEA TO ON-SITE · ONE PARTNER, END TO END

ELECTRICITY IS NO LONGER JUST A UTILITY COST

It's a strategic risk — and you're navigating it without anyone independent on your side.

Tariffs are rising. Grid reliability is uneven. Loadshedding still happens, even when it isn't called that. And the renewable energy market is full of installers, funders, and product brands all competing for your attention.

Most businesses approaching the energy decision face it alone. EPC sales teams are paid to sell installations. Funders are looking for projects to fund. There is no one independent on the offtaker's side of the table.

That gap is what Enerthia exists to fill.

Tariffs rising

Year-on-year increases above inflation. Multi-year planning is harder.

Grid unreliability

Loadshedding, scheduled outages, voltage instability — even when not called loadshedding.

Confusing market

EPCs, funders, product brands, originators — all with different incentives.

No independent voice

Everyone selling you something. No one on your side of the table.

This document explains what we do, how we work, and what makes us different. By the end you should know whether engaging us makes sense for your business.

WE SIT ON YOUR SIDE OF THE TABLE

Independent. Not paid by you. No hidden mark-ups. Not tied to one funder.

> *We are not paid by you. We do not mark up EPC quotations. We are not tied to a single funder. Our economics are aligned with closing the right deal — not the most expensive one.*

You don't pay us

The consultancy stage costs you nothing. Funders pay us when projects close — and only then.

No hidden mark-ups

EPC quotations come direct to you. We don't add a margin. Nothing in the EPC quote is an Enerthia fee.

Genuine optionality

32 funders on panel plus direct bank relationships. The funder we recommend is the one that fits.

THE MARKET YOU'RE NAVIGATING

Most offtakers have heard the terms. Few are sure what they mean — which is the problem.

TECHNOLOGY

Solar PV
Panels converting sunlight directly into electricity. Roof, carport, or ground-mounted.

Battery storage (BESS)
Stores electricity for after-hours or grid-down use. Increasingly important under tariff reform.

Hybrid systems
Solar + batteries + sometimes generators. Continuous power, reduced grid dependence.

Wheeling / virtual PPA
Energy generated elsewhere, delivered via the grid. Useful when site can't host enough panels.

COMMERCIAL STRUCTURES

PPA
Funder owns; you buy electricity at R/kWh. 5–25 year term. No upfront cost. S12B-structured variant available.

Instalment Sale
You own; pay over fixed term. Tax allowance access. Bank or funder finances.

Operating Lease
You lease; leasing entity owns. Buy / return / extend at end.

Rent-to-Own
Monthly fee with ownership transfer at defined point. Hybrid of lease and instalment.

Cash Purchase
Outright. Lowest lifetime cost, best S12B outcome. Capital available, long horizon.

PARTIES INVOLVED

You — the offtaker
The business that consumes the electricity.

The EPC
Engineering, Procurement, Construction. Designs and builds the system.

The funder
Pays for the system upfront in PPA / lease / instalment / rent-to-own structures.

The originator
That's us. Independent — structures the deal, brings parties together, manages through.

THE TRAPS OFFTAKERS FALL INTO

If you're navigating without help, these are the common ones.

Signing the first PPA presented

Without comparing tariffs, term lengths, escalation rates, end-of-term provisions, or buy-out values across the market.

Paying too much for the system

EPC quotation loaded with margin you can't see. No way to test it without independent comparison.

Choosing the wrong technology mix

Over-investing in batteries you don't need — or under-investing in storage you do.

Wrong commercial structure

Locking into a long PPA when an instalment sale would have left you with the asset and the tax benefit.

Missing the tax allowance

Section 12B allows accelerated capital allowances on qualifying assets — but only on certain ownership structures.

Living with what you don't understand

Ending up with kit and contracts you don't fully grasp — and then carrying that for fifteen years.

The single best protection. Have someone independent on your side of the table — before you sign anything.

SEQUENTIAL AND PROPORTIONAL

We don't run a six-month process before delivering anything. We move quickly — and tell you early whether the project is viable.

01

LISTEN AND ASSESS

Understand the business — operations, consumption, balance sheet, growth, risk appetite. We're not selling you anything yet.

02

RECOMMEND

Within days, not months. Technology mix and commercial structure that fits your business — not what generates the biggest commission.

03

INTRODUCE

Shortlist EPCs from the network of 55 — accredited, vetted, matched. You meet two or three. You choose. EPC quotes you direct.

04

STRUCTURE

From 32 funders + direct bank relationships, present one or two well-fitted options. Not ten. Translated into language you can decide on.

05

MANAGE TO DELIVERY

Single point of accountability through design, funding, install, commissioning, hand-over — until the system is on and producing.

From idea to operating system. Most consultancies stop at advice. Most EPCs stop at installation. Most funders stop at Financial Close. We don't stop until the system is producing power.

WHAT INDEPENDENCE ACTUALLY MEANS

Six commitments — defined in writing, so you can hold us to them.

YOU DON'T PAY US

Consultancy stage costs you nothing. Funders pay us when projects close — not you.

NO MARK-UP ON EPC

EPC quotes you direct. We don't add to it. We don't take a cut. EPC's margin is theirs.

NO EPC OWNERSHIP

No equity stake in any EPC, installer, or contractor. Recommendations based on fit — not preference.

NOT TIED TO ONE FUNDER

32 funders + direct bank relationships. The funder we recommend is the one that fits your project.

WON'T PUSH SOLAR WHEN WRONG

If your site's unsuitable, your tariff structure is wrong, your profile doesn't suit — we'll tell you.

ALIGNED ECONOMICS

Not the biggest deal. Not the fastest. The right deal — for you. That's how trust is built.

The simple test of independence. Ask any consultancy: are you paid by me, or by someone else? If by you, they're incentivised to spin out the engagement. If by someone else, ask who.

WHERE WE WORK — AND WHERE WE DON'T

South Africa, the broader continent, and Indian Ocean island markets · agricultural depth.

COMMERCIAL & INDUSTRIAL

Manufacturing, retail, logistics, hospitality, property groups.

Mid-to-large electricity loads. Multi-shift operations. Tariff exposure that compounds over a 15-year horizon.

AGRICULTURAL

Farms, agri-processing, irrigation, cold storage.

Particular depth here. Seasonal consumption, grid-edge sites, irrigation duty cycles, cold-chain power risk — all understood.

LARGER PROPERTY & PORTFOLIOS

Multi-site businesses, listed property funds, owner-occupied corporate real estate.

Portfolio-level structuring. Cession provisions. Tenant pass-through and energy recovery models.

Geographic reach. South Africa as the home market · broader African continent for cross-border projects · Indian Ocean island markets where renewable economics are particularly compelling.

Where we're not the right fit. Single-site small businesses looking for residential-scale solar — there are excellent EPC retailers serving that market directly.

FROM "LET'S TALK" TO "THE SYSTEM IS PRODUCING POWER"

Realistic timelines, honestly stated. What it actually looks like to engage us.

1 INITIAL MEETING

Typically 1 hour, within a week. In person or virtual. Understand the business, the energy challenge, the site.

2 SITE & CONSUMPTION

1 to 2 weeks. Site visit, 12 months of bills reviewed, infrastructure assessed, consumption profile built.

3 RECOMMENDATION

Within 2 weeks of site visit. Written: technology mix, system size, commercial structure, EPC shortlist, indicative funding range.

4 QUOTES + FUNDING

4 to 6 weeks combined. EPC(s) quote you direct. In parallel we present one or two well-fitted funding options. You choose.

5 BUILD + COMMISSION

8 to 16 weeks depending on system size. EPC installs and commissions. We oversee, manage funder CPs, stay through hand-over.

Realistic timelines. First meeting to system producing power is typically three to six months for a commercial-scale project. We've closed faster, and slower. What matters is that nothing stalls.

ENERTHIA ENERGY (PTY) LTD

Enduring energy — built to last.

ENERTHIA ENERGY (PTY) LTD

Enduring energy — built to last

Reg. No. 2026/033277/07
Pringle Bay, 7196
Overstrand, Western Cape, South Africa

info@enerthiaenergy.co.za
www.enerthiaenergy.co.za