



# ENERTHIA FOR EPCs. FUNDING PARTNERSHIP.

*Structured commercial terms for EPCs that want a dedicated  
funding origination partner — not an ad-hoc referral relationship.*

STANDARD PACKAGE • CORPORATE PACKAGE • FINDERS FEE STRUCTURE • ONBOARDING & TERMS



## FUNDING ORIENTATION, OFF YOUR DESK

*Into the hands of an experienced specialist — the EPC leads delivery, Enerthia leads funding.*

Enerthia Energy operates across the renewable energy value chain through a full suite of offerings — funding origination, energy consultancy, product and service endorsement, and business development. For EPCs, the relationship that matters most is funding origination: a structured commercial relationship rather than an ad-hoc, project-by-project referral arrangement.

From the offtaker's perspective, the EPC remains the project lead.

From the funder's perspective, Enerthia is the originator.

The two roles complement rather than compete.

### Predictable capacity

Priority origination capacity and faster turnaround on funding proposals — the value sits in the certainty.

### Compounding relationship

A structured commercial framework that builds over time. Subscribers establish Enerthia as their nominated funding origination partner.

### Funder & scale-EPC experience

Years inside South Africa's major funders and within scale EPCs. We know what gets approved, what gets flagged, and how projects get built.



## WHERE WE PLUG INTO YOUR PROJECT FLOW

*Six steps. EPC leads delivery. Enerthia leads funding.*

### 1 INTRODUCE

EPC introduces the offtaker project to Enerthia at the earliest practical stage. Project formally registered, lead protection confirmed.

### 2 JOINT ENGAGEMENT

We meet the offtaker alongside the EPC. We understand the business, balance sheet posture, and commercial objectives.

### 3 SUBMISSION PACK

Enerthia collects the funding submission pack directly from the offtaker. The EPC focuses on technical design — we handle funder-facing documentation.

### 4 FUNDING ORIGATION

We align the project against our funder panel and bank relationships. We present one or two pertinent options — not ten.

### 5 TERM SHEET TO CLOSE

We manage the funder-side process end-to-end: credit assessment, conditions precedent, structuring, term sheet acceptance, Financial Close.

### 6 EPC COMMENCES

On Financial Close and contract execution, the EPC commences delivery. Finders fee becomes payable per the agreed schedule.



## WHAT ENERTHIA IS — AND IS NOT

*Clear lines protect both parties. The EPC leads delivery. Enerthia leads funding.*

### WHAT ENERTHIA IS

- Part of a full suite of offerings — for EPCs, the funding origination partner
- An experienced specialist taking funding origination off the EPC's desk
- The originator from the funder's perspective — not the offtaker-facing project lead
- Aligned to closing the right deal at fair commercial value for all parties

### WHAT ENERTHIA IS NOT

- Not an EPC contractor. We do not design systems or install equipment
- Not a competitor for build work — we do not bid against EPC partners
- Not a markup on EPC quotations. We take no EPC margin
- Not motivated to inflate offtaker costs. Our economics align with closing — not maximising any single party's take



## TWO RETAINER TIERS — DESIGNED TO GROW WITH THE EPC

*Both contract-based with a defined term. Both establish Enerthia as your nominated funding origination partner.*

### STANDARD PACKAGE

*For active EPC partners with steady project flow.*

#### **BUILT FOR**

EPCs with a regular pipeline of qualifying offtaker projects who want predictable origination capacity, faster turnaround on funding proposals, and a structured commercial relationship that compounds over time.

Establishes Enerthia as your nominated funding origination partner.

### CORPORATE PACKAGE

*For high-volume EPCs with priority access.*

**PREMIUM**

#### **BUILT FOR**

EPCs with a substantial pipeline and the capacity to deliver across multiple concurrent funded projects. Includes everything in Standard, plus expanded capacity, priority finders fee terms, featured partner status, and benefits that recognise the strategic significance of the relationship.

Standard plus expanded capacity, priority terms, and featured status.



# STANDARD PACKAGE

*For active EPC partners with steady project flow.*

## Priority origination

Allocated monthly funding origination capacity with faster turnaround than non-subscriber arrangements.

## Tiered finders fee

Higher finders fee rate than non-subscriber referrals — set out in the Service Agreement.

## Website partner listing

Approved EPC Channel Partner — logo, profile, and coverage region published on the Enerthia partner page.

## Inbound referrals

Qualifying offtaker enquiries originating through Enerthia consultancy directed to the subscriber for quotation.

## Monthly pipeline review

Scheduled call with the Enerthia origination team — pipeline status, funder appetite, deal-flow opportunities.

## Dedicated channel

WhatsApp / email line for submission queries, status updates, and time-sensitive matters.

## Market intelligence

Quarterly note covering funder appetite, interest rate movements, Section 12B updates, and regulatory changes.

## Credit pre-screening

Light-touch credit read on prospective offtakers before the EPC commits design and proposal resources.

## Additional capacity

Beyond included capacity, additional originations available at a published per-submission rate.

Subscription pricing, origination volumes, turnaround commitments, and fee specifics set out in the Enerthia Service Agreement, available under NDA.



# CORPORATE PACKAGE • PREMIUM

*Everything in Standard, plus the items below.*

## Expanded capacity

Higher monthly funding origination capacity at the same priority turnaround as Standard.

## Priority fee terms

Priority payment of finders fee from Financial Close — significantly faster than Standard terms.

## Featured status

Prominent placement on the Enerthia website and inclusion in the business profile partner directory.

## Co-branded templates

Enerthia + EPC templates for offtaker presentations and joint submissions.

## Quarterly strategy

Scheduled session with Enerthia leadership — pipeline planning, funder appetite, joint go-to-market initiatives.

## First look on inbounds

Priority access to qualifying offtaker enquiries matching the EPC's region, sector, and technical profile — ahead of Standard.

## Funder-facing recognition

Named inclusion in Enerthia's panel briefings and funder-facing partner communications.

## Annual partner event

Invite-only session with senior representatives from Enerthia's top funder partners.

## Section 12B priority

Tax-window-sensitive deals receive first review during the relevant tax-year period.

Capacity numbers, payment timelines, and pricing set out in the Enerthia Service Agreement, available under NDA.



## FINDERS FEE STRUCTURE — THREE TIERS, ONE PRINCIPLE

*Subscription is recognised commercially — higher fee rates and faster payment than non-subscribers.*

<b>NON-SUBSCRIBER</b> <i>Ad-hoc referral</i>	<b>STANDARD</b> <i>Subscriber</i>	<b>CORPORATE</b> <i>Premium subscriber</i>
<p><b>Fee rate</b> Standard rate</p> <p><b>Payment terms</b> Standard cycle from Financial Close</p> <p><b>Project registration</b> Required</p> <p><b>Documentation</b> Per EPC Channel Partner Agreement</p> <p><i>Welcome — but no priority capacity.</i></p>	<p><b>Fee rate</b> Higher rate than non-subscriber</p> <p><b>Payment terms</b> Standard cycle from Financial Close</p> <p><b>Project registration</b> Required</p> <p><b>Documentation</b> Per CPA + Service Agreement</p> <p><i>Significantly higher rate than non-subscriber.</i></p>	<p><b>Fee rate</b> Same higher rate as Standard</p> <p><b>Payment terms</b> Priority — significantly faster than Standard</p> <p><b>Project registration</b> Required</p> <p><b>Documentation</b> Per CPA + Service Agreement</p> <p><i>Same fee rate as Standard, with priority payment terms.</i></p>

Specific fee percentages, day-counts, and payment timelines set out in the Enerthia Service Agreement, available under NDA.



## HOW THE PARTNERSHIP WORKS — AND HOW TO GET THERE

*What each side commits — and the path to a signed partnership.*

### WHAT WE NEED FROM YOU

**Project registration discipline.** All bona fide opportunities formally registered before any third-party funder is approached.

**Submission pack standards.** Technical documentation to funder-panel standard. EPC remains responsible for technical content.

**Communication and conduct.** Material developments shared promptly. Non-circumvention obligations observed.

### WHAT YOU CAN RELY ON US FOR

**Origination at agreed standard.** Within the agreed turnaround, against the agreed framework.

**Honest, direct feedback.** Including early warnings on projects unlikely to fund. We don't pretend we can fund every project.

**Commercial integrity.** No manipulation of the commission base. No circumvention. Confidentiality observed.

### PATH TO A SIGNED PARTNERSHIP

#### 1 MUTUAL NDA

Protects commercial information shared during onboarding

#### 2 EPC ONBOARDING

Credentials, accreditations, financial standing, track record

#### 3 CHANNEL PARTNER

EPC Channel Partner Agreement reviewed and executed

#### 4 SERVICE AGREEMENT

Tier selected · Service Agreement executed · subscription activated

#### 5 FIRST PROJECT

Capacity, turnaround, and benefits apply from project one



## READY TO FORMALISE THE PARTNERSHIP

*Enduring energy — built to last.*

### FUNDING ADMIN, OFF YOUR DESK

We collect submission packs directly. You focus on technical design.

### FASTER TURNAROUND

Priority origination capacity — set out in the Service Agreement.

### HIGHER FINDERS FEES

Subscriber rates are materially higher than ad-hoc referral rates.

### STRUCTURED, NOT TRANSACTIONAL

A relationship that compounds — not a project-by-project scramble.



### ENERTHIA ENERGY (PTY) LTD

*Enduring energy — built to last*

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