



# BUSINESS DEVELOPMENT & INDEPENDENT CONTRACTING.

ENERTHIA SELLS YOUR PRODUCT OR SERVICE — ON YOUR BEHALF.

*A contracted business-development service — Enerthia finds leads and sells a client's product or service to offtakers, EPCs, property groups, the retail sector, and direct clients, on time and on commission, as an independent contractor.*

CONTRACTED • CLIENT-DIRECTED • SOLD ON TIME • COMMISSION-ALIGNED



## MARKET REACH YOU CAN PUT TO WORK

*An experienced sales force you can rent — without building one of your own.*

Enerthia Energy operates across the renewable energy value chain — energy consultancy, business development, product and service endorsement, and funding origination. We hold active relationships across the commercial and industrial market in South Africa and beyond.

For a manufacturer, distributor, or service provider, that position is reach you can put to work: an experienced person or team selling your product or service into the conversations Enerthia already operates in.

Business development is how clients put that reach to work — **contracted, client-directed, and sold on time.**

### Dedicated resource

*A person or team scoped to your mandate · industry specialists*

### Sold on time

*Agreed hours per day across a five-day week · minimum six-month term*

### Fee + commission

*Set monthly fee plus commission on sales generated · invoiced as IC*

**Shared with prospective clients evaluating a contracting engagement.** Commercial terms are governed by the executed Independent Contractor agreement.



## WHAT THE CLIENT GETS

*A contracted engagement in which Enerthia sells a client's product or service on their behalf.*

### OUTBOUND SALES CAPABILITY

Experienced renewable energy sales resource working your product or service — without the cost and lead time of hiring and managing your own team.

### COMPLEMENTS YOUR TEAM

Can also strengthen an existing business-development team — Enerthia's people are high-level industry specialists who add capability, not just headcount.

### MARKET-POSITION ACCESS

Your offering carried into offtaker, EPC, property-group, retail-sector, and direct-client conversations — amongst other sectors we operate in — and, where relevant, funding, supplier, manufacturer, and monitoring conversations.

### DEDICATED PERSON OR TEAM

Resource allocated specifically to your mandate and scoped to your requirements — not a shared desk splitting attention across unrelated briefs.

### SOLD ON TIME

An agreed allocation of working hours — typically hours per day across a five-day week — focused on selling your offering, on a minimum six-month term.

### CONTRACTED & ACCOUNTABLE

Scope, time allocation, remuneration, and reporting all defined in the Independent Contractor agreement. Enerthia invoices as an independent contractor.

**Client-directed throughout.** The client defines the product, the target market, the messaging boundaries, and the level of resource. Enerthia executes the mandate and reports against it.



## TWO WAYS TO START AN ENGAGEMENT

*Both lead to the same place — a defined mandate, a dedicated resource, and an IC agreement.*

### **Route one — the client brings a proposal**

The client submits a proposal or package — the product or service, the target market, the objectives, and the resource in mind. Enerthia reviews it for fit and confirms whether and how it can deliver. Suits clients who already know the shape of the mandate they want.

### **Route two — the client buys time**

The client specifies an allocation of hours per day for Enerthia's team, and Enerthia builds the lead-generation and sales approach around it. Suits clients who want experienced resource pointed at their offering and trust Enerthia to shape how the time is spent.

### **Both routes lead here**

Whichever route you start with, the engagement converges on a **defined mandate and a dedicated resource**.

Enerthia allocates a person or team scoped to your requirements, and agrees the working rhythm and reporting with you.

The scope, the time allocation, and the commercial terms are all confirmed in the Independent Contractor agreement before any selling begins.

***One mandate. One dedicated resource.***



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## WE SELL YOUR OFFERING — ON YOUR BEHALF

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*A separate division, with its own resourcing and its own commercial model.*



*A client contracts Enerthia to find leads and generate sales for a defined product or service. Enerthia allocates a dedicated person or team, scoped to the client's requirements, and carries that mandate into the market — oftakers, EPCs, property groups, the retail sector, and direct clients, amongst other sectors we operate in.*

### **Client-directed**

You define the product, the target market, and the resource. Enerthia executes the mandate.

### **Sold on time**

An agreed allocation of hours per day across a five-day week, on a minimum six-month term.

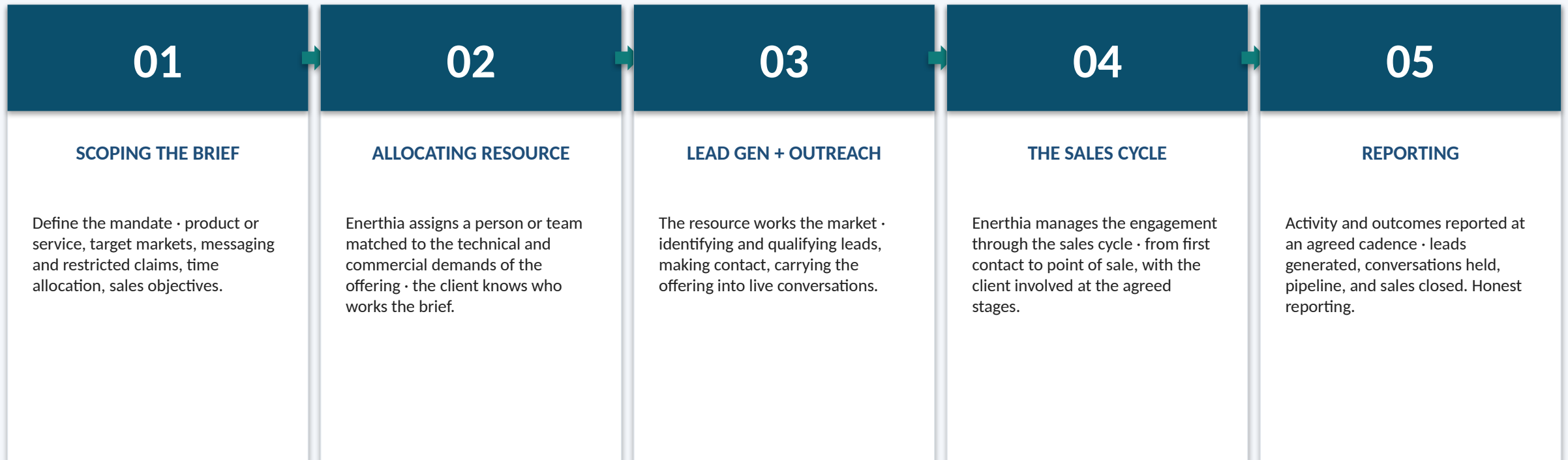
### **Commission-aligned**

A set monthly fee plus commission on sales generated, invoiced as an independent contractor.



## STRUCTURED, ACCOUNTABLE SELLING — START TO FINISH

Consistent, productive selling activity against the client's mandate — measured and reported.



**Honest reporting.** Reporting reflects what the activity actually produced. The client always knows where the mandate stands — we do not invent metrics.



# CONTRACTED, STRUCTURED, AND DELIBERATELY STRAIGHTFORWARD

*Independent contracting · sold on time · set fee plus commission.*

## INDEPENDENT CONTRACTOR

A signed Independent Contractor agreement governs the engagement. Enerthia invoices as an IC; nothing begins before it is executed.

## MINIMUM 6-MONTH TERM

Business development takes time to build and convert pipeline. A shorter term does not give the activity its runway. Longer terms accommodated.

## MONTHLY FEE

A fixed monthly fee covers the contracted time allocation, payable as set out in the agreement.

## SALES COMMISSION

In addition to the fee, a commission is payable on sales generated through the engagement. Structure and rates are set out in the agreement.

## CLIENT-DIRECTED SCOPE

The client defines the product or service, the target market, and the resource. Scope changes by agreement; additional mandates scoped separately.

## TERM & REVIEW

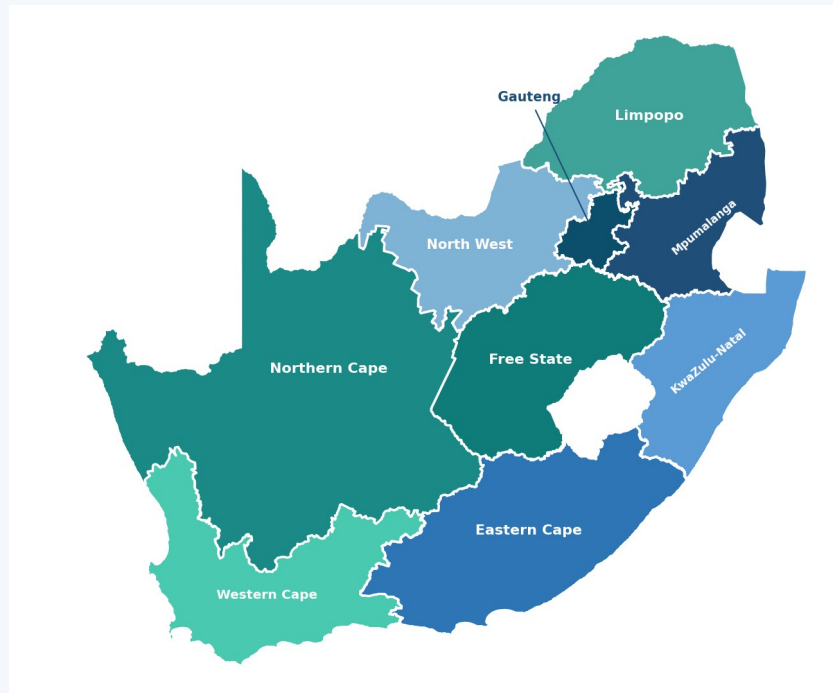
After the minimum term, the engagement runs as agreed, with performance and fit reviewed at agreed points. Termination provisions are defined in the agreement.

**Pricing.** The monthly fee, the commission structure, and the time allocation are confirmed in the executed Independent Contractor agreement. Indicative terms are shared on request.

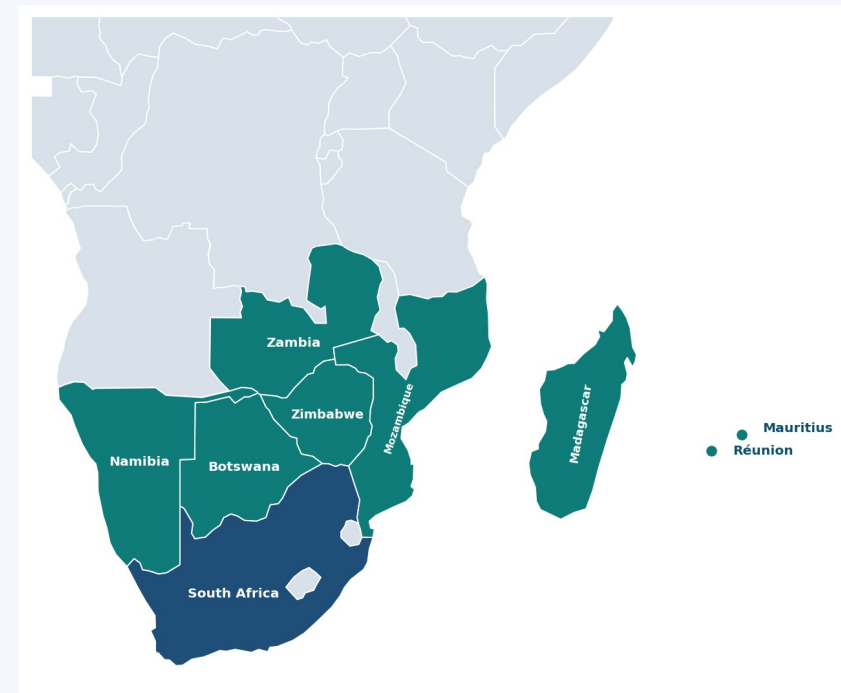


## WHERE WE WORK

We work across South Africa, the broader African continent, and Indian Ocean island markets.



South Africa — nine provinces



African continent & Indian Ocean markets

**National and regional coverage.** Engagements are scoped to a defined territory — by province and region — and confirmed in the Independent Contractor agreement.



## BUILT FOR CLIENTS WITH SOMETHING TO SELL

*Manufacturers, distributors, and service providers who want experienced sales reach.*

### MANUFACTURERS

#### Product makers

Panel, inverter, battery, BoS, and component manufacturers.

#### Market entry

Building or growing a position in the South African market.

#### Outbound reach

Want a sales force in-market without building one.

#### Brand represented

A specialist team that represents the product credibly.

### WHOLESALE DISTRIBUTORS

#### Volume movers

Distributors of renewable energy products at scale.

#### Channel growth

Opening new channels into EPCs, property, and direct clients.

#### Dedicated push

A focused sales effort behind defined product lines.

#### Pipeline built

Qualified leads and pipeline, not just impressions.

### SERVICE PROVIDERS

#### EPCs & installers

EPCs and C&I service providers selling delivery capability.

#### Engineering firms

Engineering and technical firms seeking project flow.

#### Team complement

Strengthen an existing BD team with senior specialists.

#### New conversations

Access to offtaker, funder, and property-group conversations.

**One mandate at a time.** Each engagement is scoped to one client and a defined offering. Additional mandates are scoped separately, under their own agreement.



## FIVE STEPS FROM INTERESTED TO ACTIVE

*At any step, either party can pause to take advice without prejudice.*

1

### BRIEF

Define the mandate by one of the two routes — product or service, target market, resource, objectives. Enerthia confirms fit and approach.

2

### IC AGREEMENT

Review, negotiate where required, and execute the Independent Contractor agreement — scope, time allocation, monthly fee, commission, reporting, term, termination.

3

### RESOURCE

Enerthia assigns the person or team to the mandate and agrees the working rhythm and reporting schedule with the client.

4

### KICK-OFF

A working session to align on messaging, target accounts, restricted claims, and the reporting cadence before selling begins.

5

### ACTIVATION

Selling activity begins against the mandate, and the first reporting cycle commences.

**Pace.** The full sequence — brief through to activation — typically completes within two to four weeks for a well-prepared client. At any step, either party can pause without prejudice.



**Enerthia Energy**

*Enduring energy — built to last*

GET IN TOUCH

## ENERTHIA ENERGY (PTY) LTD

*Enduring energy — built to last.*



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