Alternate Funding - 12I, 12L, ADEP, APSS and CIP
The Boiler Incentive
Energy Advisory Service
Self Build Advisory
The Offer Incentive

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Eskom is pursuing a comprehensive solutions portfolio to stimulate economic growth

<table>
<thead>
<tr>
<th>Incentivise incremental sales</th>
<th>Unlock new connections</th>
<th>Expert advice</th>
<th>Strategic initiatives</th>
</tr>
</thead>
<tbody>
<tr>
<td>Providing financial incentives for sales in addition to setting historical baseline consumption</td>
<td>Facilitating the process for customers to get connected to the network</td>
<td>Providing technical support to facilitate additional use of electricity</td>
<td>Developing new market and technologies to sustain and increase future sale</td>
</tr>
</tbody>
</table>

**The Offer:**
- Additional bulk sales incentive for ±150 largest industrial customers

**Boiler Incentive:**
- Incentivise customers to switch from fossil fueled to electric boilers

**Generation Displacement:**
- Use rebates to dis-incentivise self-generation to increase sales / grow the market

**Interruptible Supply:**
- Provide contracts on constrained networks

**Manage Constrained Networks:**
- Relieve by installing PV / Battery Storage / DR

**Self-Build:**
- Customers **build own connection** in shorter time and at less cost

**Reduce “Punitive” Charge:**
- Allow paying off connection fees + reduce cost of deposits, tariff conversions and NMD changes

**Load Profile Optimization:**
- to effectively use energy within available capacity

**Alternative Funding:**
- Government incentives and grants can be leveraged to start new businesses

**Energy Efficiency:**
- Incentives and grants can be leveraged for the establishment of new businesses and to stimulate economic activity

**Transport Electrification:**
- Promote conversion to electricity

**Renewables:**
- Offer customer-based renewable solutions and green tariffs

**Storage:**
- Provide storage in conjunction with renewables for security of supply and premium connections

**System Optimisation:**
- Long-term load profile optimization to reduce future cost of supply
Regional Energy Advisory Services
Regional Energy Services have a strong **Marketing** focus

We have ±65 Customer Advisors, **geographically Placed**, engaging directly with the customers

Advisors leverage off their **Marketing and Branding** experience during the Eskom growth phase in the 90’s

**MARKET FOCUS:**
Commercial, industrial, mining and agricultural sectors

**COST:**
available at no charge

Equipped with a 7 module **Energy Management Information Pack** to guide the development and implementation of an energy management plan and measures

Advisors use a set of **Products**, many with unique **Pricing** characteristic to drive additional sales

**Incentive**
- Incremental sales
  - Provide financial incentive to sales in relation to customers sensitive consumption
- Unlock new connections
  - Facilitate the process for customers to get connected to the network
- Expert advice
  - Provide technical support to facilitate additional use of electricity

**Strategic initiatives**
- Load Profile Optimization: to effectively use energy within available capacity
- Alternate Funding: Government incentives and grants can be leveraged to new businesses
- Energy Efficiency: Incentives and grants can be leveraged for establishment of new businesses and stimulate economic activity

**Service**
- Sales advisors
- Call centres
- Energy Audits
- EV/EV development
- Targeted programmes per sector

**Logo**
- Symbol of quality
- Had a level of awareness
- Identity and vehicle to communicate with specific market segments

A Key Customer Relationship management approach, through Key Customer Account Executives, was adopted for Eskom Large Customers
1. **Alternate Funding**
   - Government and External Funding 12I, 12L, ADEP, APSS, CIP,

2. **Energy Advisory Service** www.eskom.co.za/idm
   - Assisting customers to optimize their energy consumption
     - Customer sustainability and growth
   - Promoting Customer Self-build Programme, The Boiler Incentive and Alternative Funding
   - Tariff analyses for SPU/LPU customers

3. **Self-Build Advisory**

4. **The Offer Incentive**

5. **The Boiler Incentive**
ALTERNATE FUNDING (non-Eskom funding)

- **Section 12L Tax Allowance** – when customers start-up, expand their business operations or convert to solutions on the basis of adhering to a culture of energy productivity.

- **Section 12I Tax Allowance** – when customers do Greenfield investments in new industrial projects that utilise only new and unused manufacturing assets, or when customers do Brownfield investments to expand or upgrade existing industrial projects.

- **ADEP Aquaculture Development and Enhancement Programme** – when customers do Greenfield investments in new industrial projects that utilize only new and unused manufacturing assets, or when customers do Brownfield investments to expand or upgrade existing industrial projects.

- **CIP (Critical Infrastructure Programme) grant** – when customers build *critical* infrastructure that will open up and support investment opportunities or enable investments to fully deliver on their potential.

- **APSS (Agro-Processing Support Scheme) grant** – when customers start new agro-processing and agro-beneficiation businesses or expand / improve existing agro-processing and agro-beneficiation businesses.
## Specialist consultants in the field of tax allowances, grants and loans

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<th>Mobile phone</th>
<th>Email address</th>
<th>Website</th>
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<tr>
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<td>+27 82 783 5057</td>
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<td><a href="http://www.pwc.com/za">www.pwc.com/za</a></td>
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NEW CONCEPTS IN FEASIBILITY STUDY PHASE

• 1. Funding of connection fees for Municipal Customers
• 2. Load profile optimization
• 3. Hot water load control systems Aggregation
## Transmitters in Western Cape and Northern Cape

17 Aug 2018

<table>
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<tr>
<th>Substation Name</th>
<th>Transmitter</th>
<th>Manufacture Year</th>
<th>Controller</th>
<th>Year</th>
<th>Approximate installed ripple control relays</th>
<th>Fully Functional or non functional?</th>
<th>Partially Functional?</th>
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Thank You, please contact me for further detail

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