





## WHO WE ARE

**599**

sites monitored

**37.4%**

total reduction in energy consumption

**R2.1BN**

bills under management

## ENERGY PARTNERS INTELLIGENCE WORKS WITH LARGE SCALE COMMERCIAL AND INDUSTRIAL CLIENTS TO REDUCE THEIR TOTAL ENERGY COST.

Through our monitoring services, we make core utilities visible and supply Utility Management Programme services to companies who are committed to reduce their energy usage.

### OUR APPROACH IS SIMPLE:

1. Visibility: we monitor utility performance via our GLO utility management platform to reveal opportunities for optimisation.
2. Consult: based on the measured data, we develop Utility Management Programmes.
3. Reduce Use: we implement and drive Utility Management Programmes to reach set reduction targets.
4. Reduce Cost: we ensure clients are billed correctly for utilities, resolve their billing errors and switch them to the most cost-effective tariff.
5. Optimise: we track asset performance in real-time via our universal monitoring platform integrated with our Glo utility software.

We are a level 4 BEE accredited provider.

WE ARE PART OF  
ENERGY PARTNERS

8

Offices

83

Engineers

453

Permanent Staff

## UTILITIES

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World-class solar power generation in Africa.

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Industrial & commercial refrigeration at the lowest possible life cycle cost.

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Comprehensive boiler and steam solutions in Sub-Saharan Africa.

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## SERVICES

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Total utility engineering solutions.

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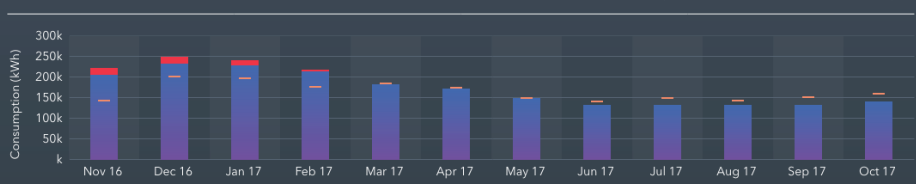


Improving core utility efficiency & asset performance.

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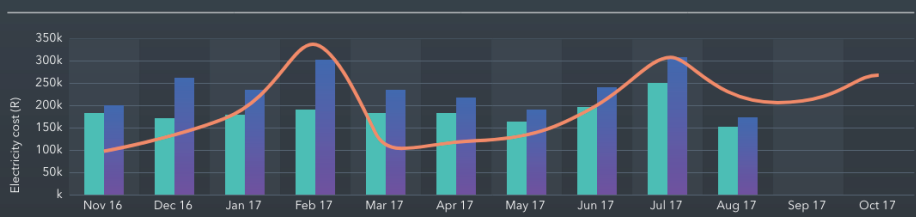
## ELECTRICITY AND SOLAR CONSUMPTION / WASTE



## Electricity Consumption & Waste

Metered consumption	144672 kWh		
Solar consumption	N/A		
<b>Metrics</b>		<b>Waste</b>	
Power Factor	1.00	Lights & Other	251 kWh
Metering issues	No	Bakery	0 kWh
Monthly YOY (kWh)	-6.3%	AC	0 kWh

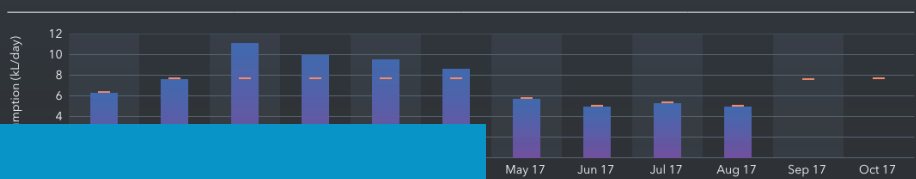
## ELECTRICITY COST



## Electricity Cost

<b>Invoice Period</b>		07 Aug 2017 - 30 Aug 2017	
Billed Cost	R150 859	Cost Var (Bill vs CC)	-R16 068
Solar consumption	R166 928	10 month rolling accum	-R509 396
Power Factor	R204 139	Cost Var (MA vs Bill)	R53 280
<b>Billed Tarrif</b>		<b>Optimal Tarrif</b>	
Nelson Mandela TOU Scale 34T		Billed Tarrif	
Annual Optimal Tarrif Savings		No Opportunity	

## WATER CONSUMPTION AND COST



## Water Consumption & Cost

<b>Invoice Period</b>		07 Aug 2017 - 30 Aug 2017	
Consumption (kL/day)	5.0	Cost/kL	20
Total Consumption (kL/day)	114	Total Cost/month	R2 256
<b>Excess Water Consumption &amp; Cost</b>			
Intensity (l/m) TFA	No	Target Intensity (l/m) TFA	2.61
Excess (kL/month)	-6.3%	Excess Cost/month	R 0

# SOLUTIONS AND SERVICES

## 01 Metering and data collection

- EP Intelligence sells, rents & installs meters i.e. electricity & water
- Integration with other AMRs i.e. L'wire, MOL, PnSCADA, etc
- Data collection from Building Management Systems & cloud data sources
- Kiosk view displaying your data on our on-line portal
- AMR (automatic meter reading) meter data views, analysis & downloads
- Customised interactive reports, a tariff engine & bill generation

## 02 Improve utility cost

- Bill capture, analysis, and claim resolution
- Tenant billing or interdepartmental sub-billing
- Bill recon with client's ERP system i.e. SAP
- Manage tariff database & optimisation analysis
- Optimised tariff switch implementation
- Tariff switch savings verification for 12 months

## 03 Reducing utility use through utility management and reporting

- Daily & weekly dashboards with benchmarking
- Monthly site & portfolio management reporting
- Metrics incl. energy, water, waste, gas, coal, etc
- Baseline verification & adjustment
- Waste identification & management
- Training, active follow-up, etc

### 04 Asset performance optimisation and ensure compliance

- Static performance reports i.e. energy & steam
- 'Live' reports i.e. alarms, notification, etc
- Expertise within Refrigeration, HVAC, Steam, Pyrolysis & Solar
- Daily exception compliance reports i.e. room & refrigeration case temperatures
- Weekly/monthly production vs. design target

### 05 Consulting

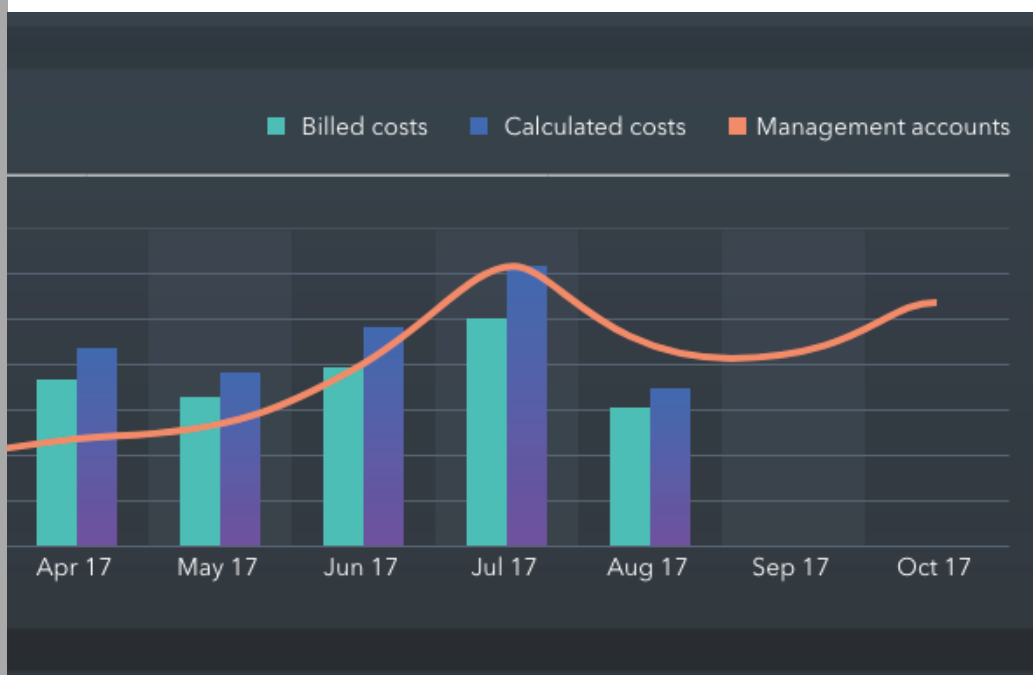
- Support Carbon Disclosure Project (CDP) reports
- Energy strategy, budgets, life cycle analysis, etc.
- Sustainability Strategy and Reporting
- Project post-implementation performance reports
- Formal M&V (measurement and verification) according to CMVP (Certified Measurement & Verification Protocols)
- Interactive reporting using the Microsoft Power BI platform



## INVESTMENT MODEL

Our investment model takes core utility assets off your balance sheet and delivers significant savings over time, enabling your business to free up capital and grow, without the hassle of plant management.

# WE HAVE A UNIQUE UTILITY INVESTMENT MODEL



## OUR CLIENTS

# 599

sites monitored

# 3140

meters in the field

# 37.4%

reduction in energy consumption  
in the last 8 years

# R2.6BN

money saved for clients

# R2.1BN

bills under management

# R60M

tariff switches and billing claims

# R49M

in tenant billing

### INDUSTRIAL



REALISING POTENTIAL



### COMMERCIAL



Behavioural Healthcare Group



INVEST • DEVELOP • GROW



## PROJECTS

**R1.5M**  
cumulative savings

**Kaap Agri** - Cape Town  
2012 - present

**TECHNOLOGY:**

In-house reporting platform tracking waste, energy costs, billing discrepancies and savings opportunities



**608 147kWh**  
annual energy savings

**Medicross** - National  
2013 - 2017

**TECHNOLOGY:**

New energy efficient lighting infrastructure



**R1.8B**  
total energy savings

**Pick n Pay** - National  
2010 - present

**TECHNOLOGY:**

In-house utilities management software, project consultation and prioritization for various technology projects





## PROJECTS

# R220M

cumulative savings

**Netcare** - National Medical Centres  
2013 - present

**TECHNOLOGY:**  
Tridium Niagara plant monitoring



**Netcare** - National Medical Centres  
2013 - present

**TECHNOLOGY:**  
In-house reporting platform tracking  
waste, energy costs, billing  
discrepancies and savings opportunities



## EP GROUP BOARD OF DIRECTORS



### CHAIRMAN

**Gerrit Pretorius**  
BSC Eng, LLB, PMD

Serves on the board of several companies including non-executive director of Digicore Holdings Limited and RECM & Calibre Limited



### CEO

**Werner Mulder**  
B.Eng (Hons) (Elec) (Cum Laude) (Pretoria), MBA (Cum Laude) (UCT)

Group CEO at Energy Partners



### DIRECTOR

**Mathukana Mokoka**  
BCom Hons (Accounting) (Natal), CA (SA)

Serves on the board of several companies as well as independent non-executive director of Sanlam Pty (Ltd), Public Investment Corporation and CSG Holdings



### DIRECTOR

**Norman Celliers**  
B.Eng (Civil) (Stellenbosch), MBA (Oxon), Dip.Soc (Oxon)

CEO of Zeder Investments Ltd



### DIRECTOR

**Clifford Raphiri**  
BSc (Mechanical Engineering), Grad Dip. Engineering, MBA

Independent non-executive chairman of Adcock Ingram



### DIRECTOR

**Piet Mouton**  
B.Com. Maths (Stellenbosch)

CEO of PSG Group Ltd



### DIRECTOR

**Nico De Waal**  
B.Eng (Mech) (Cum Laude) (Stellenbosch), MBA (IESE)

CEO of PSG Alpha Investments



# POWERED BY RESULTS





## CONTACT US

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