



## **EvoCore Energy FAQ**

### **How do I Achieve Grid Independence?**

Remove reliance on Eskom's peak tariffs and unstable power supply. With EvoCore, you can own your power from day one or opt for a flexible power purchase agreement (PPA) ranging from 1 to 20 years, with the option to own the system at the end of the contract.

- Custom PPAs
- Lease agreements for roof or land space
- Tailored offtaker agreements
- Energy wheeling & storage
- Industrial, commercial, mining & agricultural solutions

### **What are Hybrid Solar & Battery Energy Storage Solutions?**

Hybrid Solar & Battery Energy Storage Solutions combine solar panels with a battery storage system to create a more versatile and reliable energy solution. Here's how they work and their benefits:

**How They Work:** Hybrid systems use solar panels to generate electricity during the day. This energy can be used immediately or stored in a battery for later use, such as at night or during power outages. If the battery is full and solar production continues, excess energy can often be sent to the grid (if the system is grid-connected) or used to power additional loads.

#### **Types of Hybrid Solutions:**

- **On-Grid with Battery Backup:** Connected to the grid, these systems store energy and allow users to draw from the grid when necessary, reducing reliance on it while still having it as a backup.

- **Grid Hybrid Systems:** Fully independent from the grid, these systems rely on solar panels and batteries to supply all power needs. They may also include generators as a secondary backup.

EvoCore's hybrid solar and battery storage systems offer long-term savings and energy reliability, with the use of solar solutions incorporated with integral battery energy storage solutions, providing immediate ownership benefits and enhanced sustainability for your business.

### **Why choose hybrid solutions?**

- No monthly payments or financing costs
- Tax benefits & incentives
- Low maintenance & fixed energy costs
- Increased property value & brand reputation
- Support for local suppliers & community development

### **Understanding Custom Power Purchase Agreements (PPAs)**

A power purchase agreement (PPA) is a contract between your business and EvoCore's trusted IPP's to provide clean energy at a fixed, predictable rate. With no capital investment required, you can enjoy significant energy savings while EvoCore's IPP manages the entire system—ownership, installation, maintenance, and performance.

Key PPA features include:

- No upfront costs
- Fixed electricity rates
- Comprehensive system maintenance
- Flexible contract terms
- Energy projections & sustainability credits
- Options for early buy-out or contract extensions

When embarking on any business venture, understanding the financial landscape is crucial. This holds true for investing in solar energy as well. It's essential to evaluate the costs and benefits to determine whether the project will yield a positive return for your business.

The Advantage of a Power Purchase Agreement (PPA). One of the standout benefits of a PPA is that it requires no upfront capital investment. Your business can enjoy significant energy savings without straining your financial resources.

Solar energy is not only sustainable but also a cost-effective and dependable power solution. As you explore your solar options, here's what to consider.

### **Financing your solar project:**

In the solar industry, you'll discover various financing options to support your project. While offerings may differ among providers, you will generally encounter two main financing routes:

- Cash purchase
- Power purchase agreement (PPA)

A PPA outlines the commercial terms for the exchange of solar-generated electricity and includes essential details such as:

- Start Date & Implementation Schedule: Key dates for project assessment and installation
- Contract duration: The length of the agreement
- Electricity rates: The cost for energy use, including any expected increases
- Payment terms: How invoicing and payments will be managed
- Energy projections: Estimates of your energy needs and the solar provider's output
- Green benefits: Transfer of any tax incentives or renewable energy credits (RECs)
- Grid connection: If applicable, how the system will connect to the grid
- Maintenance responsibilities: What the solar service provider will handle
- Force majeure clauses: Conditions for unforeseen interruptions.
- Dispute resolution: Procedures for addressing disagreements
- Contract extensions: Options for extending the agreement
- Buy-out and termination rights: Terms for ending the agreement early

### **Who owns the solar equipment in a PPA?**

Under a PPA, EvoCore's IPP retains ownership of the solar system, while your business benefits from the electricity it generates. You enjoy energy savings up to 50% lower than traditional market rates with no upfront investment. In a PPA, while your business benefits from the energy generated, the solar service provider retains ownership of the system. They manage all aspects, including procurement, installation, and maintenance, allowing you to access green energy at rates that can be up to 50% lower than the market average—without any capital outlay.

## **What are the benefits of a PPA for your business?**

Opting for a solar PPA presents numerous advantages:

- **Affordable, clean Energy:** Enjoy reduced energy costs without initial investment
- **Comprehensive Maintenance:** The solar provider covers all maintenance and repair costs
- **Price Stability:** Lock in a predictable energy rate, shielding your business from market volatility
- **Inflation Protection:** Your energy costs remain stable over time, leading to long-term savings
- **Sustainability Goals:** Achieve your environmental objectives quickly, bolstered by renewable energy certificates (RECs)

Focus on growth: Free up capital for essential business investments rather than energy.

## **Why choose a PPA over other financing options?**

PPAs are ideal for large-scale projects aiming to reduce long-term energy costs.

Purchasing a solar system outright can require significant upfront investment. While loans may seem manageable, they can impact your credit and financial flexibility for future projects. Additionally, you might face hidden long-term costs related to system maintenance and repairs.

Hidden costs of ownership may include:

- Monitoring and maintenance fees
- Unexpected repair and replacement expenses
- Solar panel cleaning and insurance costs
- Access fees for maintenance on hard-to-reach installations

## **What are custom lease agreements for land or roof space?**

Maximize your unused land or roof space with EvoCore's custom lease agreements. We pay you for the space, install the solar system, and handle energy sales to nearby businesses, creating a new revenue stream for you.

## **What are the benefits of setting up a solar farm on fixed roof space or open land?**

- **Monetize your space:** With fixed roof space or open land, you can transform underutilized areas into productive solar farms. By generating your own electricity, you not only lower your energy costs but also create an opportunity to earn income by selling excess power. Or we pay you for your roof or land space through a custom lease agreement and we sign the ppas with surrounding offtakers
- **Power purchase agreements (PPAs):** As your solar service provider, we offer flexible Power Purchase Agreements (PPAs) that allow you to secure stable, long-term energy rates. You pay only for the energy you use, with no upfront costs. This ensures predictable expenses while you enjoy clean energy
- **Cash flow from off-takers:** By setting up a solar farm, you can supply energy to surrounding businesses or residential off-takers. This arrangement not only contributes to local sustainability but also provides a new revenue stream, earning you cash back through energy sales
- **Incentives and tax benefits:** Investing in solar energy often qualifies you for various government incentives and tax credits, significantly reducing initial costs. These financial benefits enhance your return on investment, making solar a smart choice
- **Increase property value:** A solar installation enhances the value of your property. It signals to potential buyers and tenants that you prioritize sustainability, which can make your property more attractive in the market
- **Energy independence and stability:** Generating your own power reduces reliance on the grid, offering protection against fluctuating energy prices. You gain energy security while contributing to a cleaner environment
- **Minimal maintenance:** Once your solar system is installed, it requires very little maintenance. This means you can enjoy the benefits of solar energy with minimal ongoing costs, allowing you to focus on your core business activities

- **Community impact:** By supplying energy locally, you enhance community resilience and foster positive relationships with nearby businesses. Your commitment to renewable energy can position you as a leader in local sustainability efforts
- **Long-term savings**

## **What Is Electricity Trading And How Does It Work In South Africa?**

Energy wheeling allows businesses to generate renewable energy and transport it across the national grid. This model opens opportunities for energy independence and cost savings by using sustainable power sources while reducing reliance on traditional suppliers.

### **Benefits of electricity trading:**

- **Cost efficiency:** By participating in electricity trading, businesses can negotiate prices with multiple power producers, often securing energy at lower rates than those offered by traditional suppliers. This helps manage operational costs and improves the bottom line
- **Energy security:** With the increasing issues of load shedding and power interruptions from the national grid, electricity trading allows companies to purchase power from alternative suppliers. This ensures a more stable and reliable power supply, reducing downtime and disruptions
- **Flexibility in energy choices:** Businesses can choose where their electricity comes from, allowing them to prioritize renewable energy sources like solar, wind, or biomass. This flexibility ensures that companies can meet both operational needs and sustainability goals
- **Sustainability and green energy:** Electricity trading gives businesses the opportunity to buy cleaner energy from renewable sources, reducing their carbon footprint and boosting their environmental credentials. More clients and consumers are choosing to support companies that prioritize green energy solutions
- **Competitive advantage:** By securing better energy deals through electricity trading, businesses can become more competitive by lowering operational costs and showcasing their commitment to sustainable energy practices. This can enhance brand reputation and attract environmentally conscious customers

Electricity trading in South Africa involves independent power producers (IPPs), Eskom, and private businesses. Here's a simplified breakdown:

- **Power Generation:** IPPs generate electricity from renewable or conventional energy sources, adding to the electricity supply.
- **Market Participation:** Companies looking to buy electricity enter the trading market, where they can negotiate directly with IPPs for the best energy prices and terms.

- **Grid Access:** Electricity is delivered through the existing national grid infrastructure. Businesses still pay transmission or "wheeling" fees to use the grid, but these costs are often offset by the competitive pricing obtained through trading.
- **Billing and Settlement:** Similar to energy wheeling, tracking and settlement systems ensure that the correct amount of electricity is billed to the purchasing business, and any additional fees for grid use are applied.

Electricity trading offers a dynamic way for businesses to take control of their energy costs, improve energy security, and contribute to a greener future while maximizing operational efficiency.

With rising energy costs, generating your own electricity can lead to substantial savings over time. This financial predictability is invaluable for budgeting and long-term planning.

**Harness Cutting-Edge Technology.** Investing in solar now allows you to take advantage of the latest advancements in solar technology. With increasing efficiencies and decreasing costs, your investment will continue to pay dividends for years to come.

- Reduced energy costs
- Energy security amidst load shedding
- Flexible, competitive energy choices
- Sustainability & carbon reduction
- Revenue from excess energy sales