

The Future of Funding Solar Projects





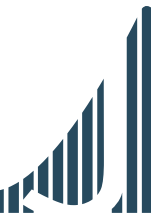
Fund Manager

R2+ billion under management

R800+ million

180+ solar assets

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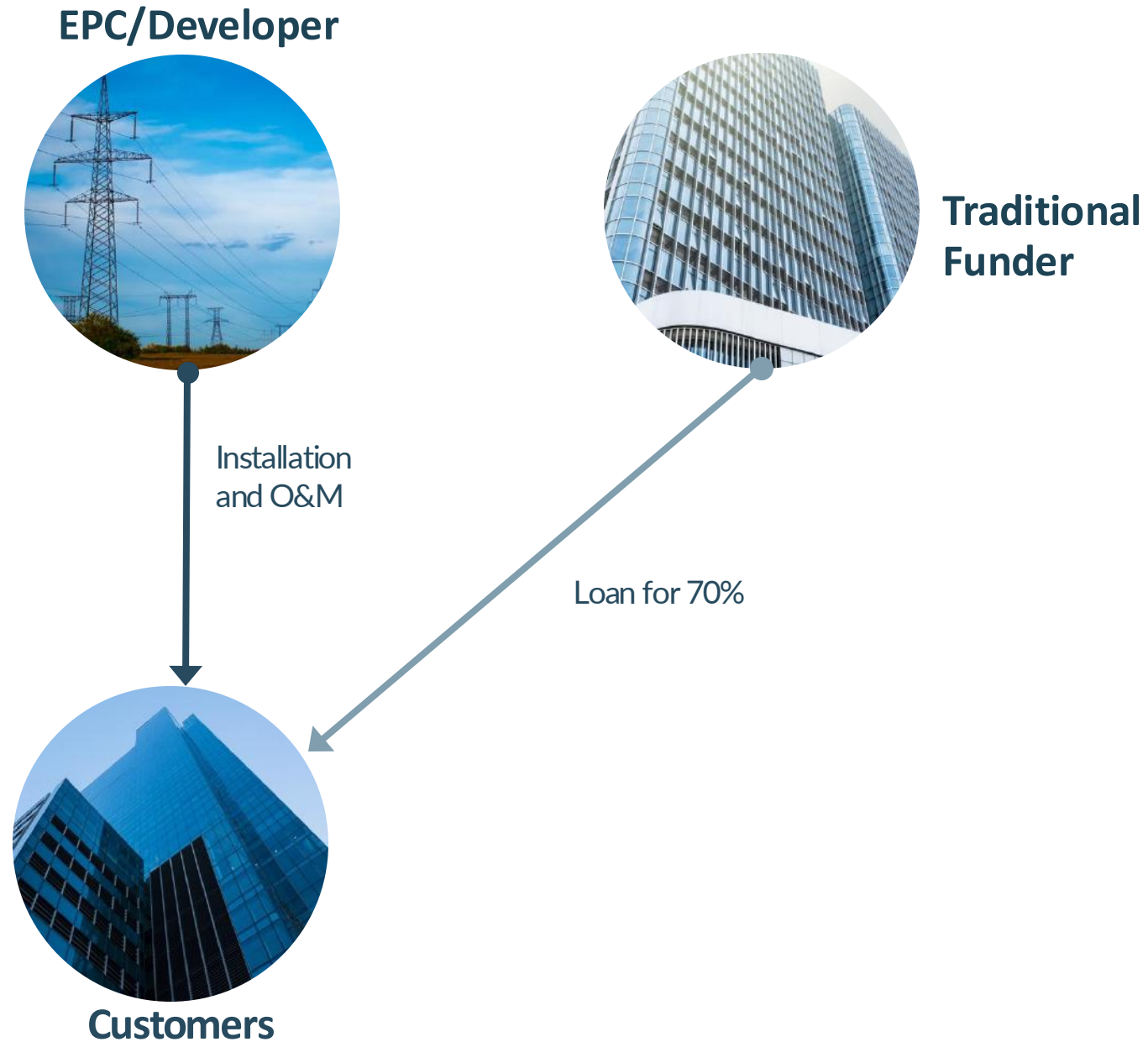
Traditional solar funding



Traditional Funding

End customers

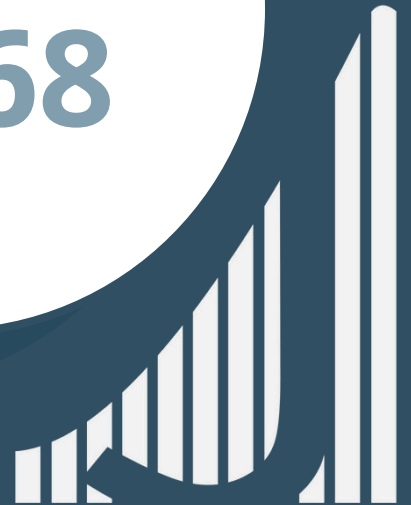
	Traditional Funder
Debt/project funding rate	70% debt
Deal turn around	6+ months
Term	5 to 7 years



Traditional Funder



**Tariff:
R2.68**



Case study - Traditional Funding



R10 million PV only system



Prime plus 2%



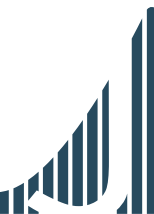
Term: 7 years



Eskom tariffs

Low and high season

	Low season tariff	High Season tariff
Megaflex (Mines)	R1.47	R2.34
Miniflex (Large urban consumers)	R1.64	R2.50
Ruralflex (farms)	R1.79	R2.69

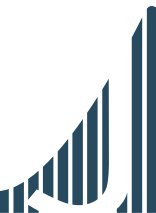


Debt funding

Traditional Funder



	Low season tariff	High Season tariff	Traditional Funder
Megaflex (Mines)	R1.47	R2.34	R2.68
Miniflex (Large urban consumers)	R1.64	R2.50	R2.68
Ruralflex (Farms)	R1.79	R2.69	R2.68



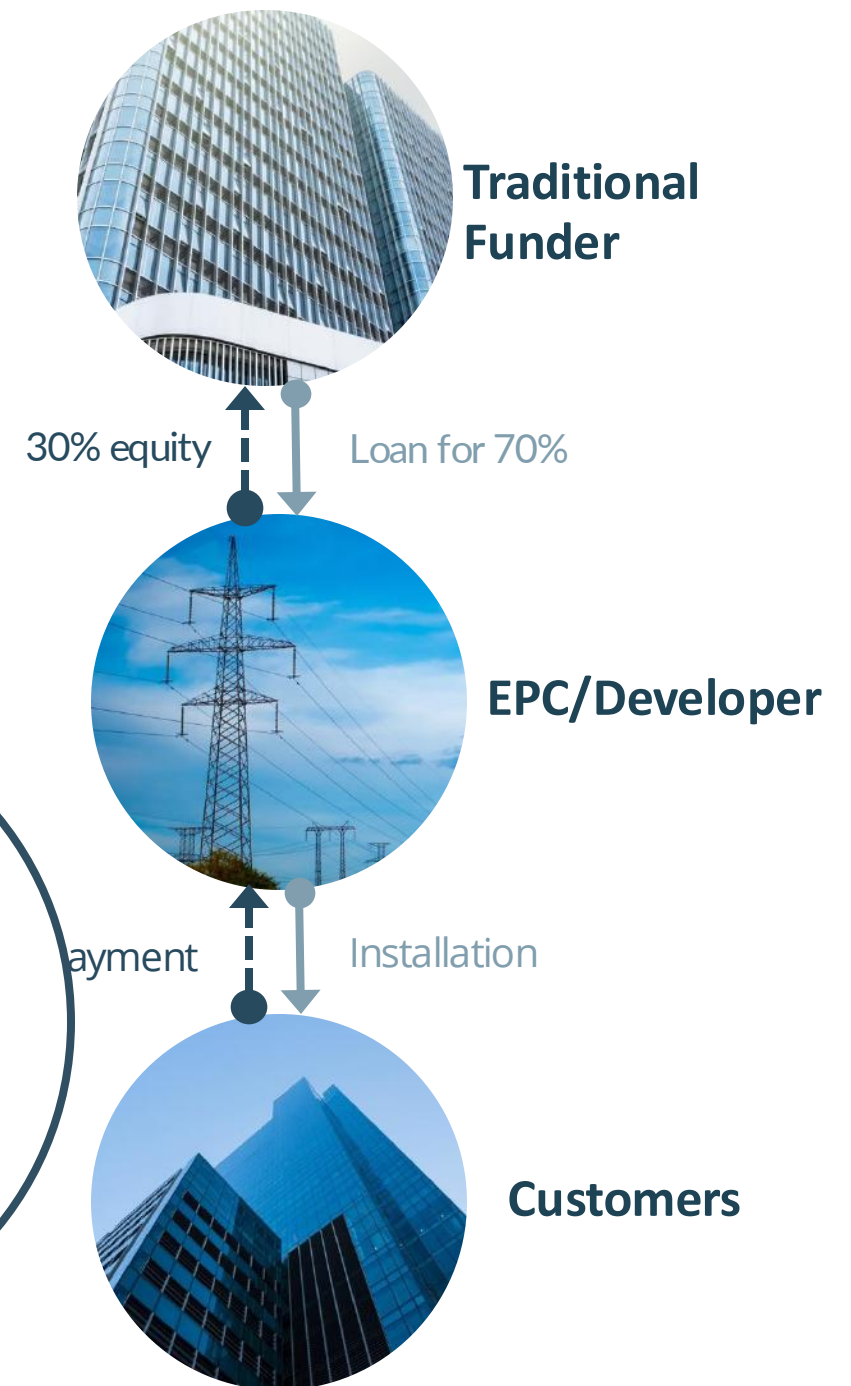
Traditional Funder

PPA - EPC/Developer

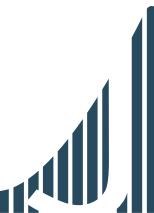
	Traditional Funder
Debt/project funding rate	70% debt
Term	5 to 7 years
Deal turn around	6+ months



R2.68
+



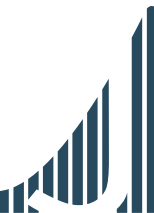
What is the Solution?



Alternative Funding



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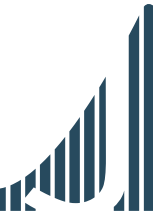




Jaltech's Funding solution

- Funding term: 8 to 20 years
- Equity/Security: N/A
- Fast turnaround times: 2 to 3 weeks

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Jaltech

**Tariff:
R1.18**

Case study - Jaltech



R10 million PV only system



Prime plus 2%

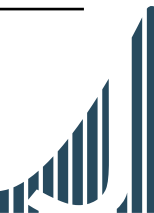


Term: 20 years

LONG TERM FUNDING

Jaltech's Savings

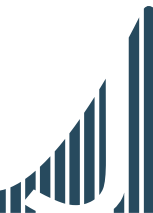
	Average season tariff	Jaltech	Savings	Saving %
Megaflex (Mines)	R1.91	R1.18	R0.73	38%
Miniflex (Large urban consumers)	R2.07	R1.18	R0.89	42%
Ruralflex (Farms)	R2.24	R1.18	R1.06	47%



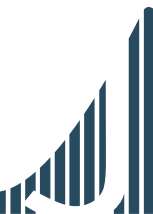
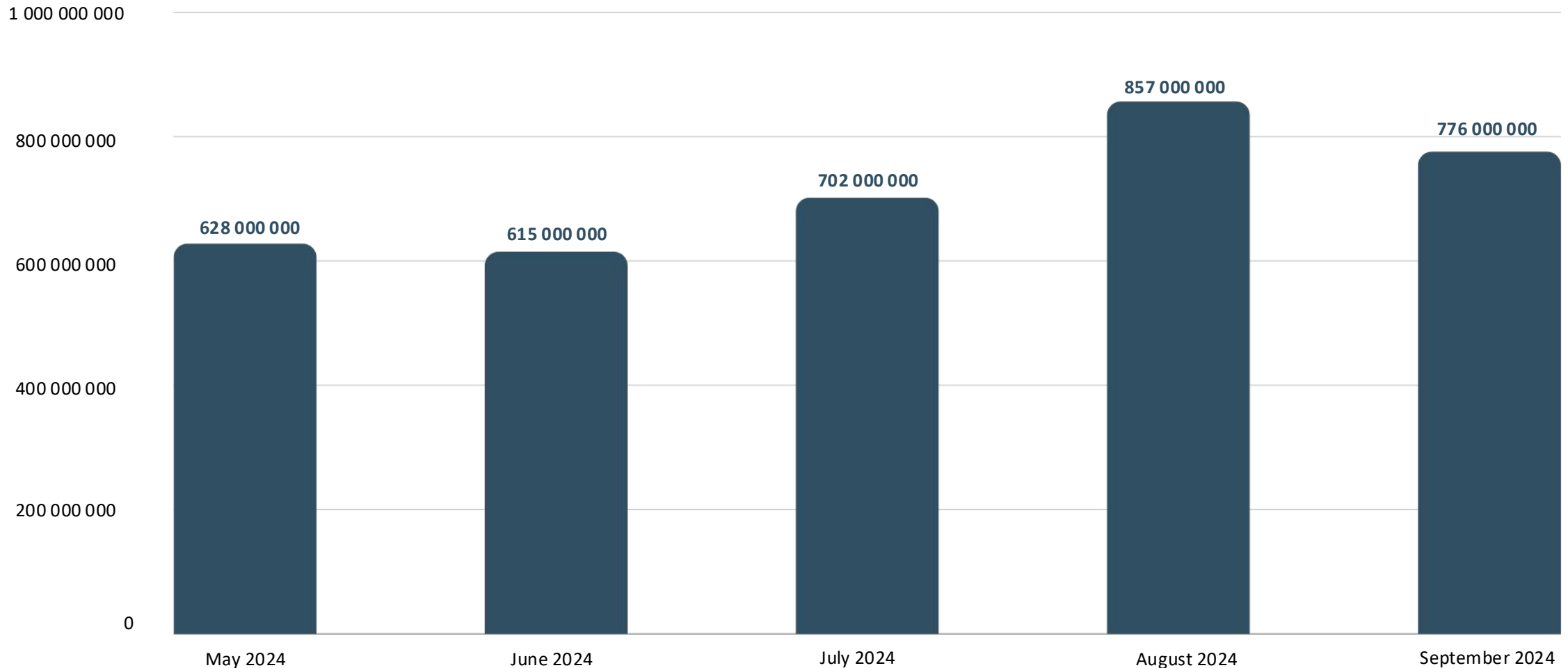
Jaltech
vs
Traditional
Funder



Traditional
Funder

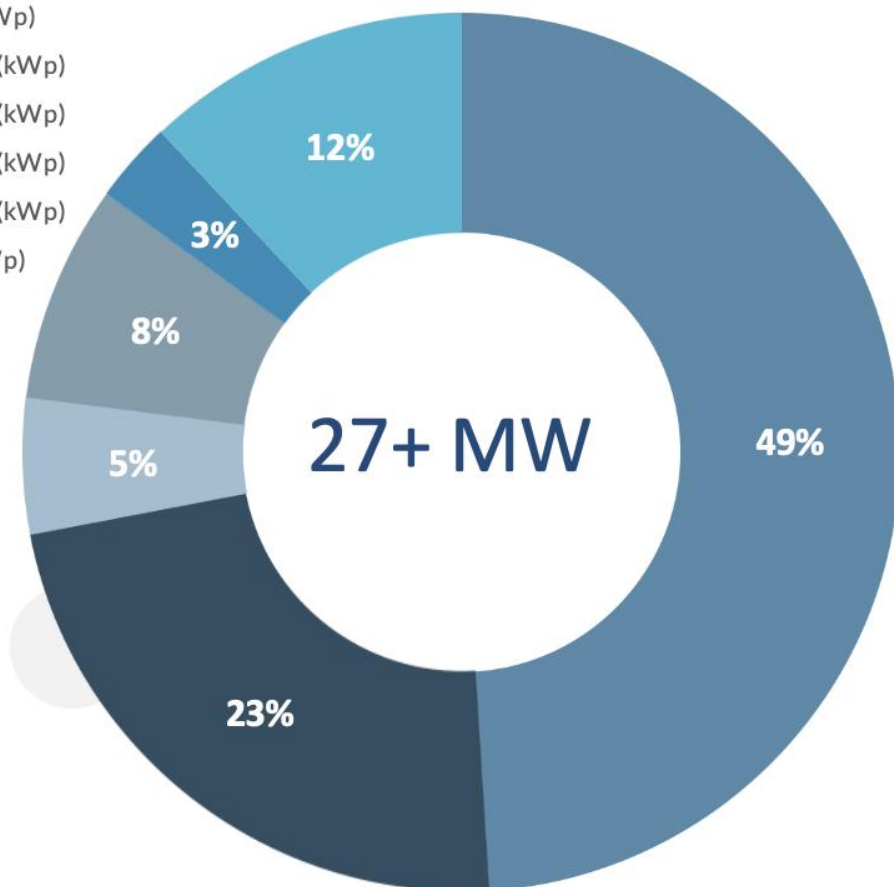


Monthly Deal Flow

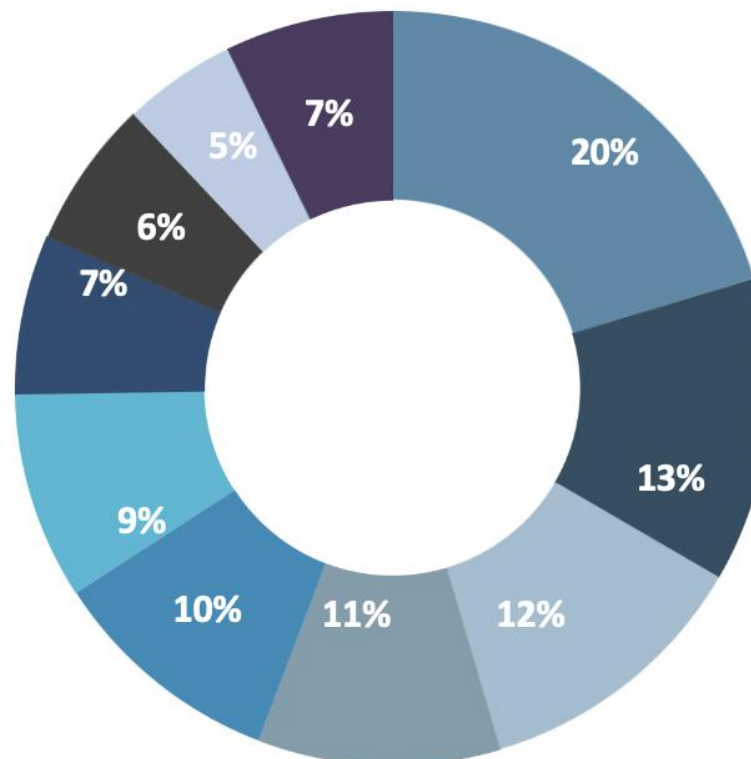


Track Record

- 0-100 (kWp)
- 100-200 (kWp)
- 200-300 (kWp)
- 300-400 (kWp)
- 400-500 (kWp)
- 500+ (kWp)



- Commercial property
- Property Fund
- Agriculture
- Medical property
- Retirement
- Education
- Student Accommodation
- Industrial
- Residential
- Other



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**Where
are we
funding?**



**COMMERCIAL
AND INDUSTRIAL**

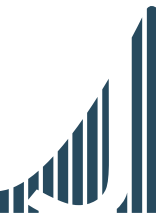
**BODY CORP /
ESTATES**





Mandate

- **Jurisdiction:** South Africa only
- **Focus:** Any SA Company
- **Funding range:** R1 million to R75 million.



Focus



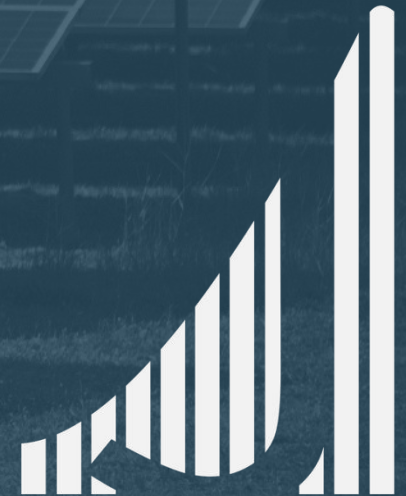
New solar installations

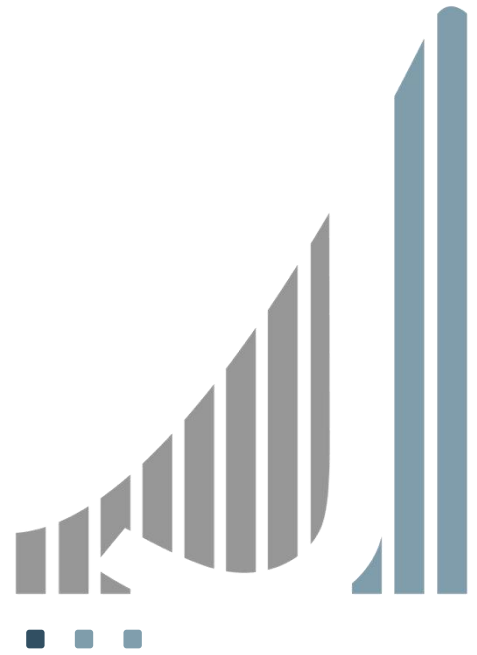


Refinancing for existing solar installations



Partnering with developers and EPCs





Zero Annual Increase in 2025



Thank you

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