



SOLINK

WHEELED ENERGY BROKERAGE



**BRINGING THE POWER
OF RENEWABLE ENERGY
TO YOUR BUSINESS**

>> ABOUT US

Founded in 2018, SOLINK is a specialized renewable energy facilitator that assists C&I companies in taking renewable energy and storage projects from feasibility to commissioning. SOLINK takes the risk, time, and expense out of procuring embedded and wheeled renewable energy solutions.

SOLINK ENERGY BROKERAGE SCOPE

Energy wheeling represents an innovative solution for businesses seeking to enhance both their cost savings and environmental sustainability. Through strategic partnerships with Independent Power Producers (IPPs), we facilitate the seamless allocation of cost-effective renewable energy to our clients using the existing national grid infrastructure. Our tailored administrative processes ensure a beneficial commercial structure, derisked project timelines and a transparent reconciliation of electricity bills, delivering significant cost reductions compared to traditional sources. This not only positions our clients as forward-thinking and environmentally responsible but also empowers them to access a green energy supply at a fraction of the cost. Our business model aligns perfectly with corporate sustainability goals, offering a compelling value proposition for organizations keen on optimizing their energy portfolio while contributing to a greener future.

>> INDUSTRY FACTS

- Pipeline for Private offtake of Renewable Energy is already: 12GW by 2030
- REIPPP Rounds 7 & 8 to procure 10GW between 2024 and 2025
- National Grid requires 14,000 km (R235 Billion) to improve capacity in constrained areas, and the construction of these is only expected to start in 2027.
- Wheeled energy can provide savings of between 25-45% on Eskom tariffs

SOLINK ROLE

At SOLINK, we are committed to delivering tailored energy solutions that meet the unique needs of your business. Our expertise is reflected in a comprehensive suite of wheeled energy brokerage services designed to optimize your energy portfolio and drive significant cost savings. Explore the key pillars of our approach:

- 1 **Detailed Feasibility Analysis:** Gain insight into your specific wheeled energy requirements and options through our thorough feasibility analysis.
- 2 **Top Vetted IPPs in the Market:** Benefit from SOLINK's vast network of the industry's leading Independent Power Producers.
- 3 **Matching Clients with the Best suited IPP and technologies:** Ensure a seamless alignment between your unique requirements and the optimal IPP for your business.
- 4 **Negotiating Competitive Pricing:** Secure cost-effective solutions by leveraging our industry knowledge, transparent commercial terms and existing relationships with pre-vetted IPPs.
- 5 **Independent Assessment of Generator's Site Readiness:** Guarantee a smooth integration of renewable energy with our independent site readiness assessment.
- 6 **Fairly Structured and Bankable Contractual Terms:** Experience transparency and reliability with our commitment to providing fair and bankable contractual terms.
- 7 **Billing and Performance Monitoring:** Rely on our dedicated team to manage billing and performance monitoring, ensuring consistent realization of expected savings.



Unlock the Potential of Sustainable Energy with SOLINK. Collaborate with us to transform your energy strategy and achieve lasting success.

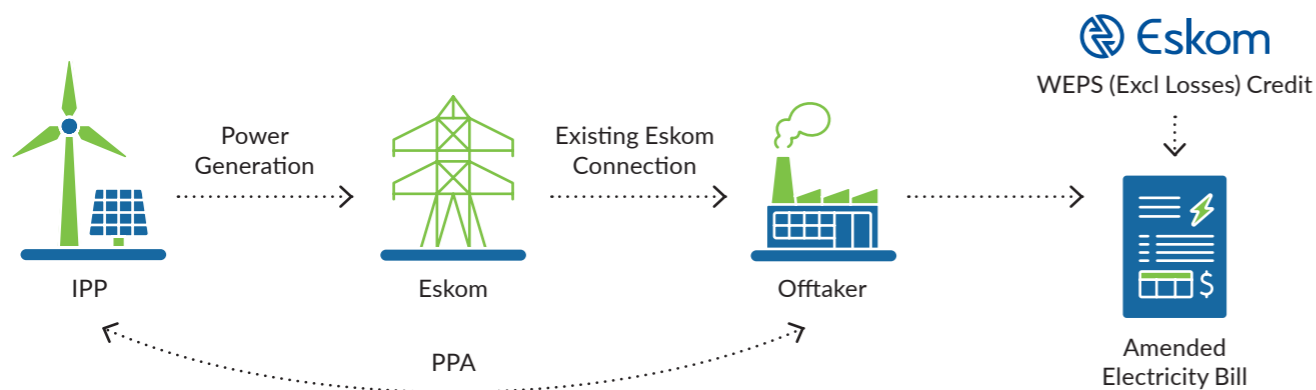


>> WHAT IS WHEELING?

Wheeling is the administrative allocation of renewable energy, generated by Independent Power Producers, to a customer supplied by the existing national grid infrastructure. This allocation is supported by a reconciliation of your electricity bill by the distributor. Given that prevailing renewable energy costs are significantly lower than the rebate offered by the distributor, this transaction substantially reduces the consumer's electricity costs while also giving them a significantly greener energy supply.

HOW WHEELING WORKS

- Utilizing existing grid infrastructure
- Not a physical transfer of electrons
- Smart meter at the generation plant and a smart meter at the consumer site.
- IPP exports energy to the Grid, allocates it to the consumer via PPA, and the distributor reconciles your electricity Bill.
- Does not address the effects of load shedding from the consumer's perspective.



WHEELING BENEFITS

- No CAPEX required
- No site-specific constraints
- Wheeled power compliments on-site energy projects
- 50-80% offset of baseload supply
- 25-45% Saving per kWh on Eskom Megaflex
- Access to the best renewable resources in the country
- Higher renewable penetration - reconciled monthly based on Time of Use
- Top local and international IPPs
- Enable the offtaker to reduce their carbon footprint through Renewable Energy Certificates.

WHEELING CHALLENGES

- Customers do not have access to the top providers and the best sites
- Lower loads (below 50MW) are not a priority to most of the larger IPPs
- Complex modelling is required to understand the business case and system sizing properly
- It is difficult to compare wheeling offers based on different commercial terms
- Customers often do not have the in-house expertise to effectively keep track of the system's performance once it is operational
- Lack of grid capacity in areas with high renewable energy resources (Western Cape, Eastern, Cape & Northern Cape)

>> SOLINK BENEFITS

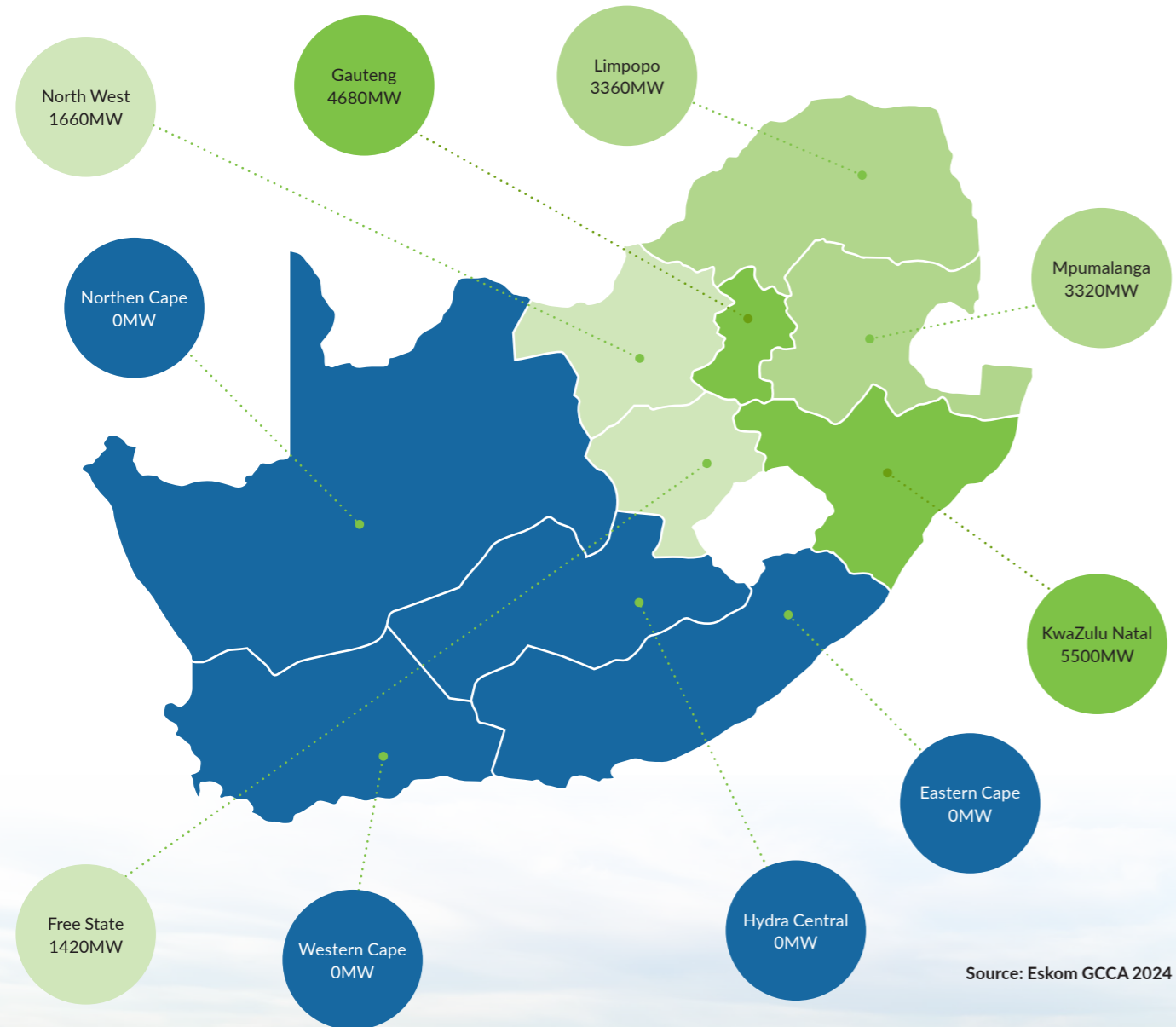
Unlocking Value with SOLINK: Your Gateway to Sustainable Energy Solutions

- 1 Cost Reduction, Time Savings, and Project De-Risking:** Experience tangible benefits by reducing costs, saving time, and mitigating risks associated with your energy projects.
- 2 Offtake Aggregation for Scale Benefits:** Leverage the power of aggregation to provide customers with scale benefits, optimizing your energy consumption strategy.
- 3 Project Schedule, Site Development & IPP Risk Mitigation:** Navigate the complexities of project schedules, site development, and Independent Power Producer (IPP) risks with SOLINK's expert support.
- 4 Extensive Network of Reputable IPPs in South Africa:** Access a significant network comprising over 750MW of vetted wind and solar projects, ensuring a diverse, reliable and competitive energy supply.
- 5 IPP and Technology Agnostic:** Benefit from our agnostic approach to IPPs and technology, allowing you the flexibility to choose solutions that align perfectly with your unique requirements.
- 6 Flexibility in Terms and Energy Sources:** Enjoy flexibility with a variety of terms and options for both solar and wind energy, allowing adjustments to meet changing business needs during the contract term.
- 7 Obtain All Green Credits:** SOLINK ensures that you receive all green credits associated with your renewable energy projects, contributing to your sustainability goals.

Transform your energy strategy with SOLINK and harness the full spectrum of benefits that come with sustainable and cost-effective energy solutions.

>> GRID CAPACITY CONSTRAINTS

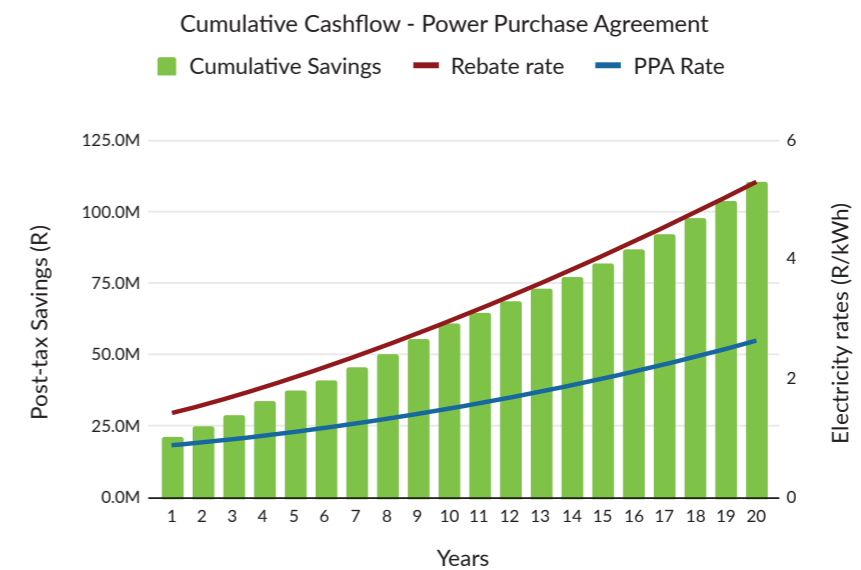
Major grid capacity shortages, as indicated by Eskom GCCA mean that currently, not all consumers looking to obtain cost-saving wheeled energy will have access to projects until significant upgrades are done to the national grid infrastructure.



>> EXAMPLE CASE

The below business case provides an indication of the significant financial and environmental benefits associated with wheeling opportunities. This example only illustrates a 20MW Solar PV plant for a term of 20 Years, escalating at CPI. Wind, solar, and a combination of both are available for various tenures, sizes, and commercial terms to suit the unique requirements of the customer.

20 YEAR PPA	WHEELED SOLAR
Project Size AC	20 MWac
Project Size DC	24 MWp
Year 1 Energy Produced	56,191,012 kWh
Year 1 Carbon Savings (tons CO2e)	58,438
Effective Eskom Rebate 24/25	R1.42/kWh
Discount to Eskom 24/25	38%
Year 1 Pre-tax Savings	R30,221,042
Cumulative Real Post-tax Savings (20 years)	R664,392,217
% Renewable Penetration	40-50%
PC Date	Q4 2025



Key Commercial terms have a significant impact on the costs and the value of wheeled energy to a business these include:

- PPA term length
- Termination costs
- Tariff escalation rate
- Generation and offtake energy guarantees

It is critical that these and many other terms are understood by a customer in order to assess a wheeling opportunity properly.



Connect with us today to unleash the potential of renewable energy and achieve lasting success for your business.

>> CUSTOMER REFERENCES



Heineken South Africa – Procurement Manager

SOLINK played a critical role in correctly sizing the project and assisting with technical negotiations required in finalising the power purchase agreement. We would recommend SOLINK to other companies looking for assistance procuring/obtaining large scale financed renewable energy systems to supply power to the business.



British American Tobacco – Engineering and Facilities Manager

Communication with the SOLINK team was clear and regular and we were never left in doubt in terms of project status and progress. I will highly recommend SOLINK as a service provider on similar projects.



Old Mutual Properties – National Technical Manager

SOLINK’s service offering proved to have added value to our solar PV procurement process, by reducing the cost, internal efforts and duration as well as identifying and mitigating any associated risks.

>> KEY CLIENTS





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