



Championing sustainable energy



Swali Group

January 2024

Presenting team



Championing sustainable energy



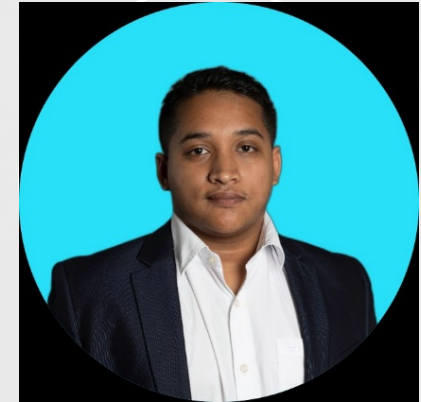
John Mazanga

CEO



John Fadiran

CTO



Siraaj

Project Engineer



Vertically integrated, independent power producer (IPP)



Swali Group develops, builds and owns solar projects for utility-scale and corporate off-takers in emerging markets

Original equipment manufacturer



Manufacturing



- PV equipment manufacturing
- Chemical processing and assembly

Development and construction



Development



Finance



Construction



- Project and business case development
- Site development, land & project rights, licenses & permits, grid connection
- PPA negotiation



- Debt and equity financing
- Due diligence (technical, legal, integrity and financial)
- Financial modeling, costing and cash flow management



- Engineering, procurement, construction and installation
- Project management
- Quality assurance

Operation and maintenance



Operation



- Operations and maintenance
- Maximize uptime and performance
- Asset integrity

Power production



Asset Management



- Power production
- Asset management
- Financial optimization

Swali Group is an experienced organization that secures value in all phases of a project and ensures sustainability alongside financially and technically viable projects. From origination and early-stage development, through structuring of financial, technical, legal and regulatory matters, Swali Group will secure construction and operation for solar PV projects that will benefit both local communities and secure growth for the organization



1

Vertically integrated IPP for corporate and utility-scale off-takers in emerging markets

2

Experienced team with a strong track record – ready for scale up

3

Unique position for developing solar projects towards the C&I market

- Attractive market exposure to two solar segments; Utility and C&I (Fastest growing segment)

4

Multiple sources of revenue and value creation from being an integrated player

- Attractive returns and stable cash flow from producing assets
- Strategic control over the asset enhances yield compression opportunities

5

Well positioned for accelerated growth in South Africa and beyond

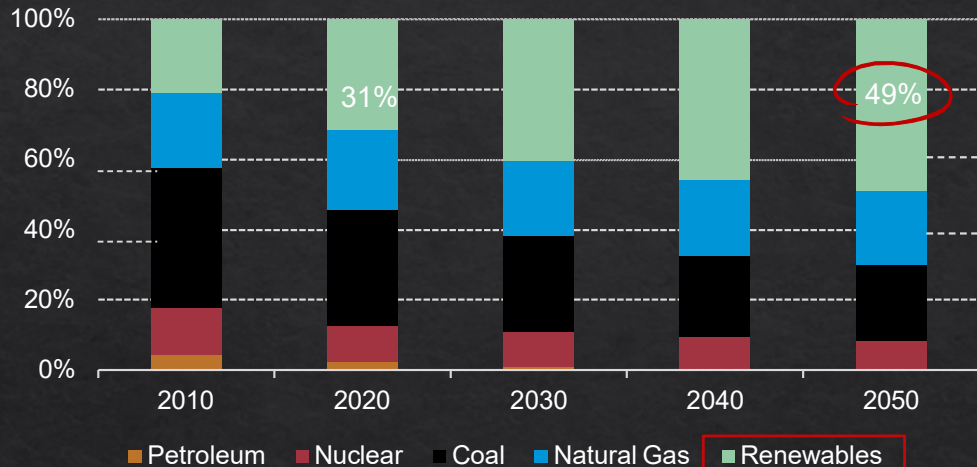


The solar market is booming ~ 40% of the energy mix (2050)



Installed capacity of Solar PV is expected to grow 5X by 2030

Share of net electricity generation by source | %

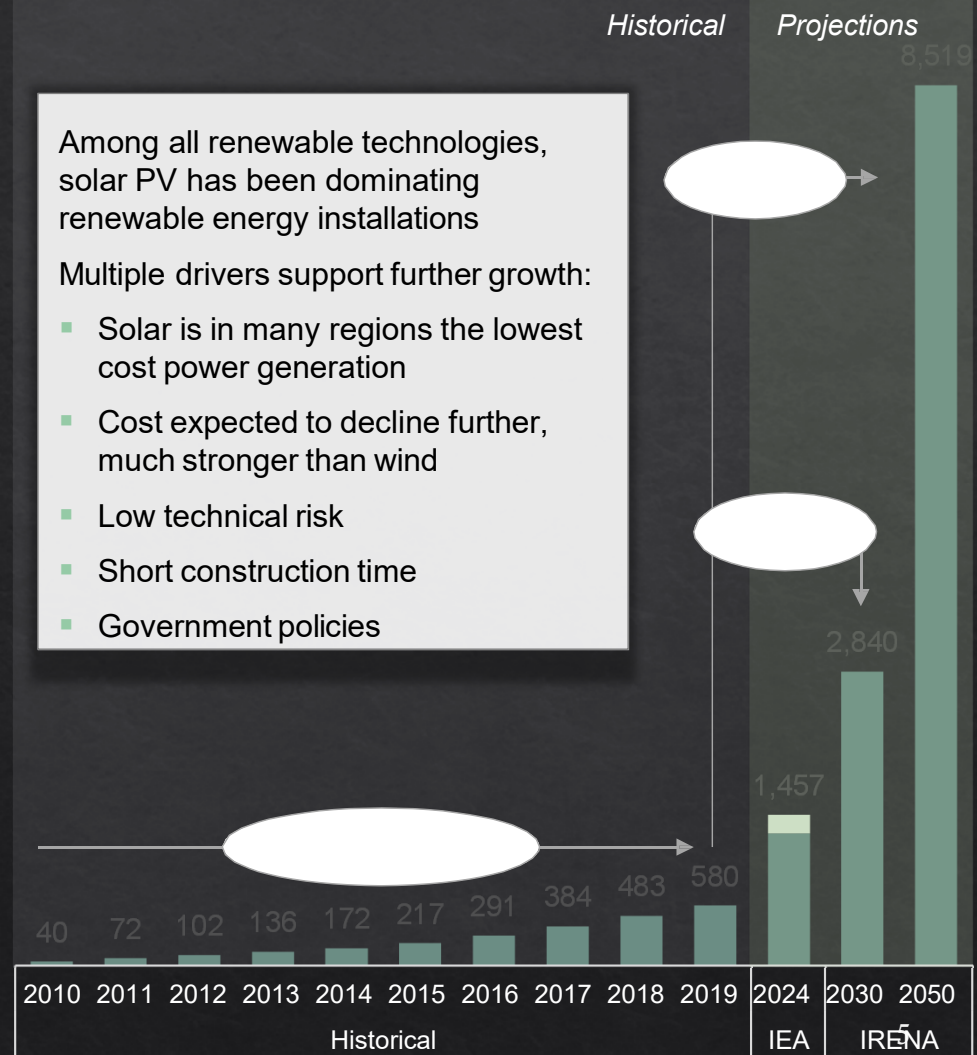


Solar PV – Installed capacity and outlook

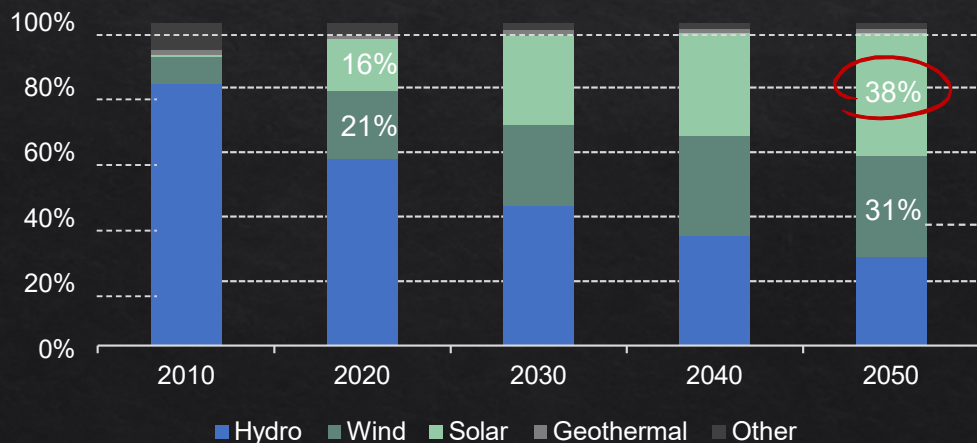
Among all renewable technologies, solar PV has been dominating renewable energy installations

Multiple drivers support further growth:

- Solar is in many regions the lowest cost power generation
- Cost expected to decline further, much stronger than wind
- Low technical risk
- Short construction time
- Government policies



Share of net electricity generation from renewables | %



Attractive market towards three solar segments

Swali Group is well positioned in the “traditional” utility market in addition to the strong C&I market



The solar markets three main segments

Customer

Market characteristics

1

**Governmental /
Utilities**



- Smallest market – fewer projects over time
- Most complex
- Long decision time
- Competitive
- Increase use of auctions could lead to lower margins
- Consolidation due to need for size

2

**C&I
(Commercial and
Industrial)**



- Fastest growing solar market
- Very fragmented on supplier side
- Few large providers
- Often local providers with limited financing capabilities
- Regulations in most markets are improving (ownership etc.)
- Multinational companies require and wish for green energy

3

Private and Retail



- Many suppliers, often local
- Very fragmented customer picture
- Demands significant marketing
- Relative low margins

Swali Group C&I offering – attractive customer value proposition

Growth in the C&I market is driven by strong demand for clean energy and the strong benefits for IPPs and buyers



Customer value proposition



**Significant savings on electricity bill /
Manage long-term electricity cost**



No capital investment for the client



Fast deployment create immediate customer savings



Lower carbon footprint and increase sustainability metrics



**Swali Group unlocks the opportunity
of its Clients to: “Be part of the
change”**

6 Digitalizing customer acquisition and onboarding

Scalable structuring of medium size corporate off-takers – ready for launch Q2-'24



Step 1 – Locate building



Step 2 – Plot land or roof area



Step 3 – Fill in electricity bill details

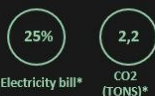


Step 4 – Predict savings



SIGNIFICANT ENERGY COST SAVINGS WITH ZERO
UPFRONT INVESTMENT POSSIBLE

Estimated savings (annually)



Company name
Contact person
Contact mail

Submit to get a no obligation offer.

[How does it work?](#)

- Strong scalability - Digital customer acquisition and onboarding
 - Enabled through streamlined process
- Technology increases the gap between Swali Group and local competition
- Technical solution scheduled in Q2 2024
 - Selected markets

Swali Group development process

PLANNING PHASE



Developer

- Developing a project on Google Earth
- Environmental approvals – road width
- Desktop Geotech
- 132 kV OHL route survey
- Substation location & size (environmental authorisation)
- Transformer delivery route
- Permits
- Contractor selection
- Responsibility Matrix and Interface Agreement

EPC contractor

- Project Schedule
- Integration between Eskom and IPP substation designs
- Eskom design duration and process
- Planning Long lead items
- Eskom Telecoms
- Eskom Outages
- Site Establishment, accommodation & transport
- Water availability
- Where to obtain suitable construction material (e.g. G5, bedding sand with suitable thermal properties, etc.)
- Resource requirements
- Site management, own staff
- Local labour
- Subcontractor selection
- Plant requirements
- Land owner engagement
- Economic Development & Enterprise development - procurement and labour

Swali Group development process

IMPLEMENTATION PHASE



Developer

- Experienced Owner's Engineers with construction experience (site supervision)
- Contractor payments
- Commissioning representation

EPC contractor

- Site establishment
- Vendor and equipment selection
- Properly manage and control all designs, data sheets and drawings to be submitted for review, track comments and get formal acceptance
- Interfaces and construction commences, civils first
 - Access route and road
 - Traffic management
- Contract between contractor and suppliers
- Internet connectivity, construction and operational phase
- Factory inspections during equipment manufacturing
- Long lead time items order & delivery
- Quality checking and documentation, handovers, etc.
- Eskom interface and Eskom deliverables
- Testing

Swali Group

Get in Touch with Our Dynamic Team



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