

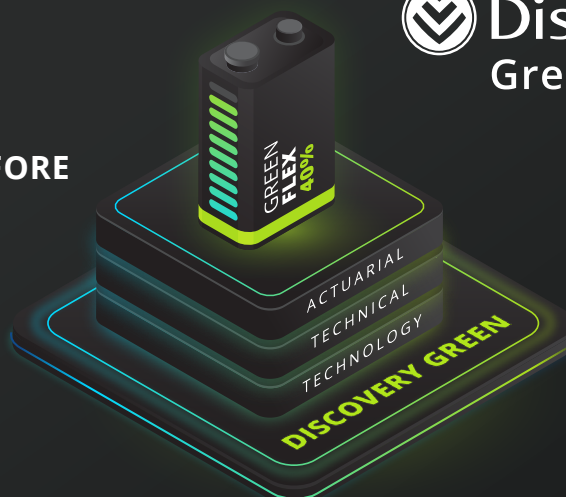
NEW

Green Flex



SOLAR LIKE YOU'VE NEVER SEEN IT BEFORE

Green Flex offers customers a renewable energy solution that offers the same price (or lower) and the same level of coverage as solar – without the need for physical infrastructure, while also protecting customers from cost risks should they wish to increase their coverage in the future



TARGETING THE LOWEST PRICE IN THE MARKET

79c per kWh

For all time-of-use periods

The tariff flexes by contract duration, decreasing in size with an increasing duration.

COMPETITIVE COVERAGE

40%

in line with solar

The platform aims to replace 40% of your electricity consumption.

Should additional energy be available, the platform will increase your consumption level beyond 40%. This forms part of your energy reserve.

COMPLETE FLEXIBILITY

Upgrade/ Scale down coverage

Increase coverage to up to 100% by upgrading to Green Saver or Green Guarantee at pre-determined rates.

OR scale down coverage and reduce the size of your energy reserve should more favourable technologies become available.

HOW DOES IT COMPARE TO ONSITE/WHEELED SOLAR?



ONSITE/WHEELED SOLAR

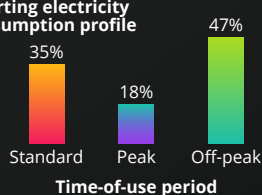


DISCOVERY GREEN

TODAY:

"I'm looking to start my green energy journey with just 40% coverage"

Starting electricity consumption profile



COVERAGE: 20-40%

PRICE: 80-90c per kWh

COVERAGE: 40%

PRICE: 79c per kWh

✔ Greater coverage

✔ Better price



2031: Carbon tax implemented

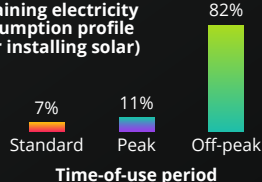


Utility prices continue to rise significantly above inflation

FUTURE:

"40% isn't giving me enough protection from my Utility and tax - I'd like to increase my coverage to 90%"

Remaining electricity consumption profile (after installing solar)



COVERAGE: 90%

PRICE: ~R1.75 per kWh (wheeled solar on full 90%)
~R1.25 per kWh (first 40% solar, next 50% wheeled wind)

After installing solar for the first 40%, businesses are left with an awkward off-peak heavy consumption profile, and face **1.8 times** the cost to cover the remaining 60% with renewable sources.

COVERAGE: 90%

PRICE: Lower effective cost per kWh

✔ Access additional coverage at pre-determined attractive rates – maximising savings over the long-term

✔ PLUS the ability to scale down coverage should more favourable technologies become available