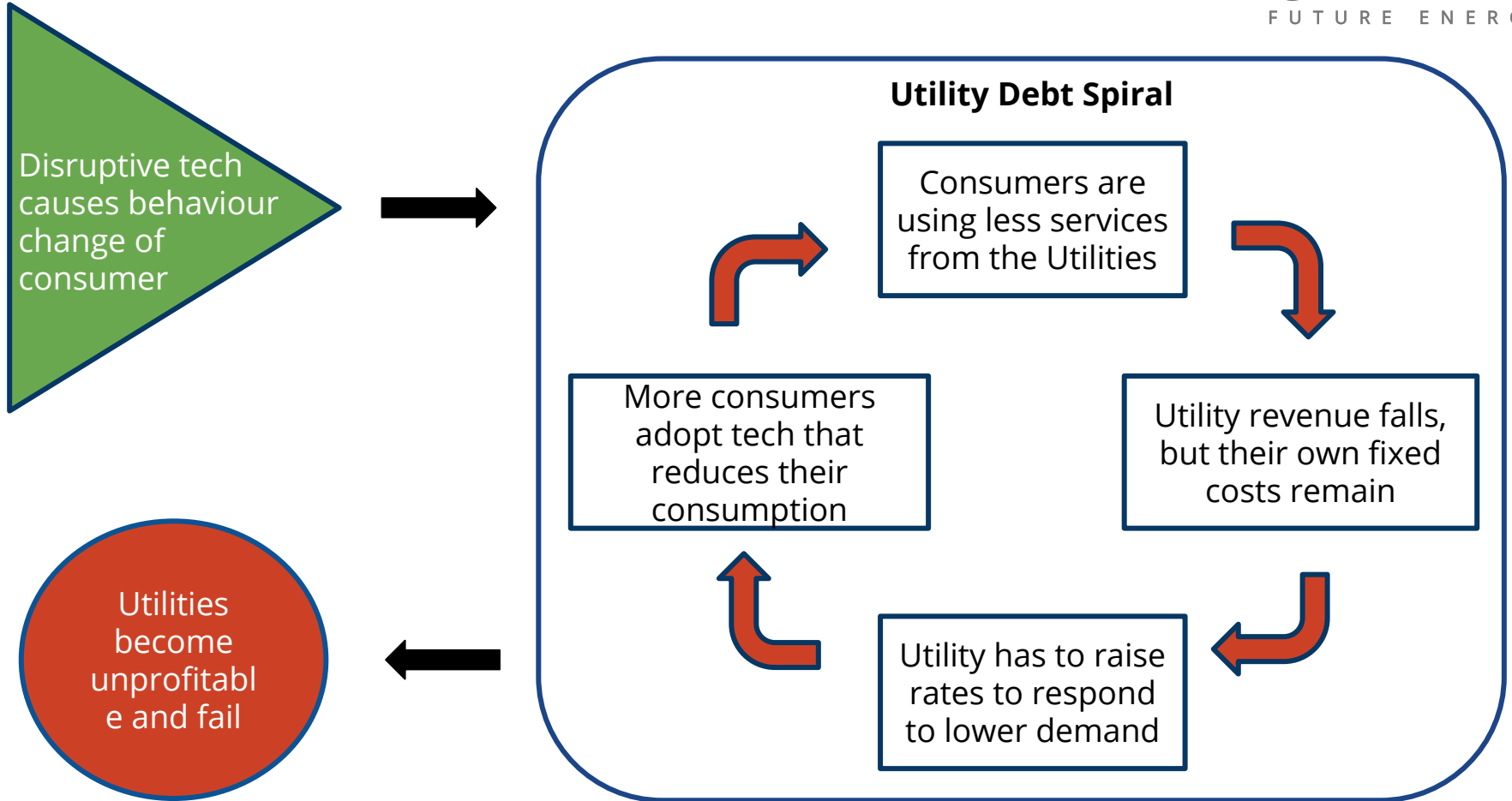


FUTURE BUILDINGS AS MINI UTILITIES: THE DISRUPTIVE POTENTIAL OF OFF-GRID SYSTEMS



DOM WILLS, CEO, SOLA FUTURE ENERGY

OUR UTILITIES ARE BATTLING TO KEEP UP WITH TECHNOLOGY



WHY DO UTILITIES LOOK LIKE NOW?



Residential



Commercial



Industrial



Agriculture



WHAT IS THE VALUE OF A BUILDING?

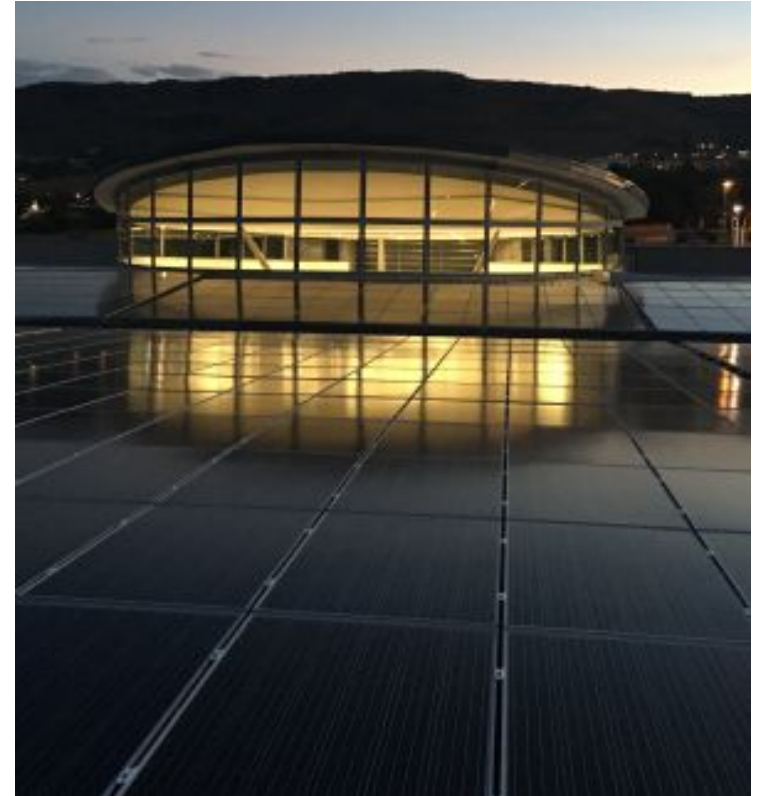
Revenue

- Building revenue is highly **rental-centric**
- Higher rentals, long leases and lease escalation determinants of building value.

To **Boost Revenue**, one must

- Add value to the property
- Increase rent, lengthen leases

Many companies in SA are experts at this process.



ASIDE FROM RENTAL, WHAT OTHER REVENUE OPPORTUNITIES EXIST?



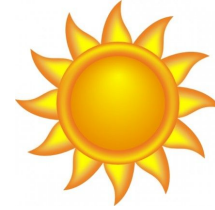
- Tenants are a captive market of commercially active people
- Tenants have needs
 - Electricity
 - Water
 - Parking and car charging
 - Waste and Recycling
 - Data
 - Shopping etc.
- Building owners can play a role in providing all those services.

WHAT CAN I DO WITH 100M² OF ROOF SPACE?



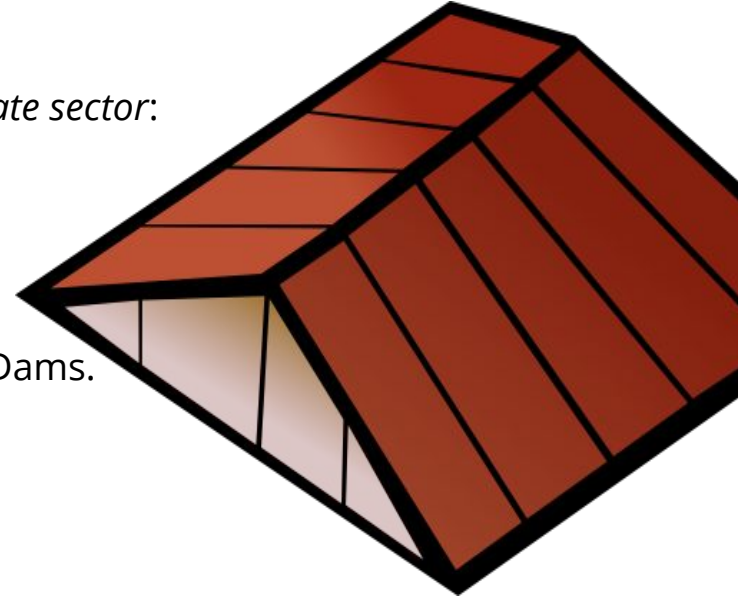
You can harvest 60-100 kL of water and 25000 kWh of electricity.

- For a 3 floor commercial building, this equates to:
 - 30% of water, 45% of electricity
- For a single storey retail, this equates to:
 - 100% electricity, 90% water



Shift the utility infrastructure investment *from the public to the private sector*:

- Projects happen faster, cheaper
- Less bureaucracy and risk of corruption
- Less reliance on public utilities to manage resources
- Boost private building revenue
- Substantial national infrastructure saving in Power Stations, Dams.



IT'S A VERY EXCITING TIME TO BE A BUILDING OWNER



We seen that:

- Roofs and parking structures represent a huge opportunity to harvest scarce resources
- Technology is already there and cheap enough to begin beneficiation of these opportunities

Building owners have a lot of opportunity right now:

- Captive commercially tenants with growing needs
- Opportunity to harvest large quantities of high value resources
- Options to produce energy and control demand
- Technology that is fast moving - each year new cost effective options are emerging
- The progress can be done in stages to spread out capex expenditure
- SA has a good track record in infrastructure finance





THE FUTURE OF CLEAN ENERGY

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