



//// PowerPulse

Accelerating renewable energy solutions in Africa

Frequently Asked Questions

//// General

- 1. Do I have to be an existing Standard Bank client to make use of the platform?**
No, however the process for application for financing will be quicker for Standard Bank clients.
- 2. What is the benefit of using PowerPulse over just doing it myself?**
PowerPulse connects you to vetted service providers that understands the requirements that need to be adhered to in order to make your project bankable. The **PowerPulse** process is based on transparency and trust and designed to provide you with insights and empower you to make informed and educated decisions regarding your solar project.
- 3. What countries do you offer solutions in?**
Currently only in South Africa.

//// Process and Time frames

- 1. How long does it typically take to get approval from municipality or Eskom for my project?**
From our experience, it can take approximately 6 weeks to get municipal approval. Eskom approvals take longer.
- 2. Who will be able responsible for the process of obtaining all required approvals from your utility?**
In most cases the solution provider (EPC) selected will be able to coordinate and submit for all approvals required on behalf of the owner of the project who remains ultimately responsible.
- 3. How long does the entire process take – from application to switch on?**
From our experience the shortest installation time frame was approximately 3 months.

//// Economics and Funding

- 1. How soon will the system typically pay for itself?**
The factors that have an impact on payback period are amongst other the current blended electricity tariff, load profile of site, system size and solar irradiation levels at location. Projects funded by bank debt typically have payback periods of as short as 5 – 6 years.
- 2. How long does approval of financing typically take?**
Once all required documentation is received, approval should take no longer than 3 weeks.
- 3. Will solutions with storage capacity included be eligible for Standard Bank Financing?**
Yes, on a case by case basis should the inclusion of storage result in a cash neutral project when taking down time costs into consideration.
- 4. Does my project have to utilize Standard Bank funding if utilizing the PowerPulse platform?**
No, however, we strongly recommend that Standard Bank is considered as it combines legal, technical and funding as an integrated solution.
- 5. Can my project sell any excess electricity generated?**
This is dependent on your grid provider/municipality. There are a limited number of municipalities in South Africa that have signed up for the Small Embedded Generation Programme that allows for projects to feed back to the grid and utilize net-metering. Please refer to your grid providers for more information.
- 6. My company has already selected a preferred service provider, but I still need funding, can I still utilize PowerPulse?**
Yes, if the EPC is an accredited **PowerPulse** service provider. If not, the EPC will need to go through an accreditation process with us. Alternatively, a 'Non-Approved Supplier Indemnity' will need to be entered into.

7. Can I fund two different sites in a single application?

Yes. An application can have multiple sites per project and therefore funding application. Your business can also have multiple projects and portfolio funding options can also be discussed and considered if applicable.

8. Is there a limit to the size of solution?

We do not accommodate systems with a cost below R250 000, with no constraint on the upper size limit.

9. Are there any fees for making an application through PowerPulse?

There are no costs or fees for the current offerings on **PowerPulse**. All costs for installation and ongoing services will be outlined in the proposals provided through the platform.

10. How does the PowerPulse platform save me money?

With a clear and standardized approach, the platform saves time and ensures that your project is structured with bankability in mind, ensuring the selected solution can immediately qualify for funding with no unnecessary time or money spent.

11. What tariffs do you use to calculate break-even?

Eskom tariff's is assumed to escalate at 11% for second year and 8% per annum thereafter.

12. If I require roof or structural upgrades in order to be able to accommodate a solar system, will there be funding options available for this?

Please discuss directly with your relationship team as these are not typically included in project specific funding solutions, but there are alternative funding solutions that can be considered.

//// Technology and Installation

1. Is there a difference between residential and commercial installation projects? Will residential projects also be facilitated through the platform?

Residential projects are smaller than typical installations for commercial sites and therefore less frequently result in a cash neutral solution where the system is providing a cash saving from day 1. Residential sites also have less than ideal load profiles for solar as they tend to use the most power during times when the sun does not shine (early morning and evening), which also results in the system not being commercially viable.

2. Are there solutions available for going off the grid or to combat load-shedding with storage?

Yes, there has been projects where storage or complete off-grid solutions have been implemented and funded when downtime costs are taken into consideration. In most cases the storage solutions are still not cost effective enough to result in a cash neutral project. Early engagement on cases where storage is considered is recommended in order to ensure all considerations are taken into account when assessing project and economic viability.

3. Do you offer renewable solutions other than solar?

PowerPulse aims to be technology agnostic in the future, however for initial launch are mainly focused on Solar PV solutions given their convincing economic viability. Solutions incorporating other technologies will be assessed on a case by case basis.

4. What happens if there are problems with the installation?

The selected service provider/EPC will need to sign off the installation and will provide certain warranties and guarantees. During the warranty period the service provider will be the main contact regarding any problems that arise. The **PowerPulse** Concierge team will be available to assist in this matter with facilitation if required.

It is also required to have appropriate all risk cover insurance for events outside the warranty cover.

//// Partnerships

1. I am a solution provider/EPC, how do I get involved? Can my company become an accredited service provider on the PowerPulse platform?

The platform only allows accredited and vetted solution providers that are willing to sign a Master Services Agreement to agree terms and standard of services. If your company would like to be considered, please contact the team at powerpulse@standardbank.co.za in order to get further details. Please note that the number of service providers onboarded will be determined by the deal flow on the platform to ensure value for all participants.

PowerPulse does envisage in the future accommodating residential projects on the platform, however at this time is it designed for commercial and industrial projects.