



DISCOVERY **GREEN** BROCHURE

ENTER >



The context

South African businesses are facing a critical challenge: an electricity supply that's unreliable, carbon intensive, and increasingly restrictive to growth.

At the same time, options to meaningfully reduce emissions remain limited. While price may have differentiated early movers, organisations today are looking for more than just the lowest tariff. They need confidence in long-term savings, resilience in an uncertain market and a solution that offers depth of coverage.



Discovery Green: The safest, smartest solution

Helping businesses reduce energy costs, achieve price stability, manage risk and transition to renewable power at scale through a platform built for corporate complexity.



Built for business. Backed by Discovery. **Powered by EnergyOS.**



> Wheeling of energy explained

> The benefits of wheeling

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2nd Largest energy trader in South Africa

5 Years In development

50+ Corporate clients

NPV Maximum savings, robust under any scenario

740 MW in generation under construction

90% Highest coverage in the market



01

WHEELING OF
ENERGY EXPLAINED

03

POWERFUL
PRODUCTS

06

EnergyOS



07

WHAT EnergyOS
UNLOCKS FOR CLIENTS



02

BENEFITS OF
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CASE STUDY





SECTION 01

Wheeling of energy explained



Wheeling of
energy explained



The benefits
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Wheeling of energy explained.

Access renewable energy at scale without any changes to your physical infrastructure

Energy wheeling is the process by which renewable energy is generated at the most efficient locations across the country and “wheeled” to your business via the existing national grid infrastructure, enabling your business to access cleaner, more cost-effective energy. Rather than relying on a single electricity provider, you can choose who supplies your electricity.



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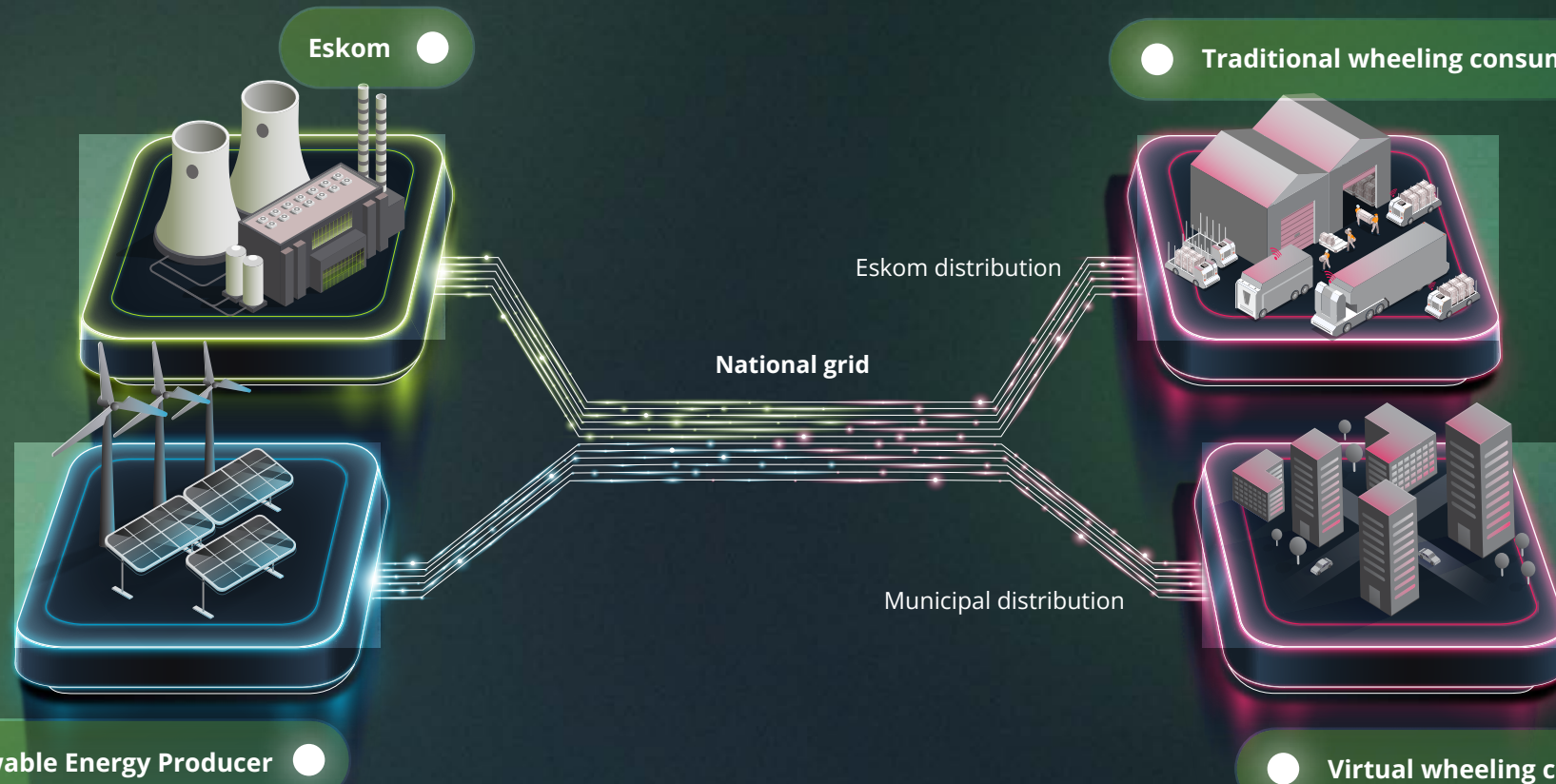
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How wheeling manifests for clients

Example Eskom bill *before* wheeling (May)

ACCOUNT TRANSACTION SUMMARY		
ADMINISTRATION CHARGE		R 600,47
TRANSMISSION NETWORK CAPACITY		R 52 250,00
LEGACY CHARGE		R 204 807,86
GENERATION CAPACITY CHARGE		R 40 450,00
DIST. NETWORK CAPACITY CHARGE		R 179 900,00
NETWORK DEMAND CHARGE		R 64 395,89
URBAN LOW VOLTAGE SUBSIDY CHARGE		R -
ANCILLIARY SERVICE (ALL)		R 3 597,98
ENERGY CHARGE (PEAK)		R 387 237,11
ENERGY CHARGE (STD)	137 162	R 560 782,68
ENERGY CHARGE (OFF)	353 293	R 489 874,04
AFFORDABILITY SUBSIDY (ALL)	432 102	R 43 267,97
ELECTRIFICATION AND RURAL SUBS (ALL)		R 45 574,36
REACTIVE ENERGY CHARGE		R -
SERVICE CHARGE		R 6 154,12
TOTAL CHARGES FOR BILLING PERIOD		R 2 078 892,48

Example Eskom bill *after* wheeling (May)

ACCOUNT TRANSACTION SUMMARY		
ADMINISTRATION CHARGE		R 600,47
TRANSMISSION NETWORK CAPACITY		R 52 250,00
LEGACY CHARGE		R 204 807,86
GENERATION CAPACITY CHARGE		R 40 450,00
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ENERGY CHARGE (PEAK)	137 162	R 387 237,11
ENERGY CHARGE (STD)	353 293	R 560 782,68
ENERGY CHARGE (OFF)	432 102	R 489 874,04
CREDIT ENERGY CHARGE (PEAK)	123 446	R -276 457,84
CREDIT ENERGY CHARGE (STD)	317 964	R -400 380,39
CREDIT ENERGY CHARGE (OFF)	388 892	R -349 769,28
AFFORDABILITY SUBSIDY (ALL)		R 43 267,97
CREDIT AFFORDABILITY SUBSIDY (ALL)		R -
ELECTRIFICATION AND RURAL SUBS (ALL)		R 45 574,36
REACTIVE ENERGY CHARGE		R -
SERVICE CHARGE		R 6 154,12
WHEELING ADMINISTRATION CHARGE		R 600,47
TOTAL CHARGES FOR BILLING PERIOD		R 2 078 892,48

Example bill from *Discovery Green* (May)

The difference between the total Eskom rebate of R1.03m and the Discovery Green cost of R956k represents ~**R70k in monthly savings**.

DISCOVERY GREEN ACCOUNT SUMMARY		
REN ENERGY CHARGE (PEAK)	123 446	R 272 134,13
REN ENERGY CHARGE (STD)	317 964	R 373 658,69
REN ENERGY CHARGE (OFF)	388 892	R 310 090,65
TOTAL CHARGES FOR BILLING PERIOD		R 955 883,47

**Illustrative example. Actual charges, rebates and savings will vary by client, tariff and consumption profile.*



Wheeling of energy explained



The benefits of wheeling



Powerful products



Progress to date



The complexity of wheeling



EnergyOS



What EnergyOS unlocks for clients



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SECTION 02

The benefits of wheeling

The benefits of **wheeling**

Wheeling of renewable energy has a number of significant benefits to businesses and society at large:

01

Access renewable energy at scale

Replace a higher proportion of your energy consumption than is possible with behind-the-meter solutions e.g. onsite solar.



02

Save on electricity costs

Declining renewable energy generation costs mean renewable electricity is often more cost-effective than traditional fossil-fuel-based electricity.



03

Gain long-term price certainty

Protect a greater proportion of your electricity costs against future tariff volatility through long-term renewable energy contracts.



06

Actively contribute to energy security in South Africa

It is estimated that 60 GW of renewable energy generation must be operational by 2030 to maintain current levels of economic growth.

Private renewable energy generation will help meet this demand.



05

Reduce exposure to carbon tax

Wheeling can reduce your exposure to future carbon-related costs, delivering meaningful long-term savings.

NOTE: Eskom's carbon tax passthrough is expected to increase electricity costs by up to 11c/kWh from 2031.



04

Reduce carbon emissions

Wheeling enables the reduction of Scope 1 & 2 greenhouse gas emissions.



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Powerful products

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Powerful products for **every business need**

Whether your priority is maximising savings, minimising carbon emissions, or the flexibility to start small and scale up in the future – Discovery Green offers a powerful suite of products to cater for any business need.



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HIGHEST COVERAGE

Green **GUARANTEE**



RUN FULLY ON RENEWABLE ENERGY

Ensure every single kilowatt-hour consumed has been generated from renewable sources

HIGHEST SAVINGS

Green **SAVER**

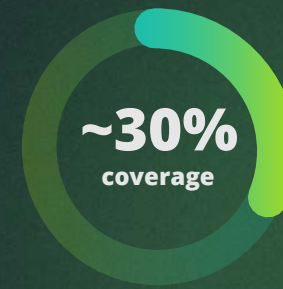


MAXIMISE SAVINGS AND COVERAGE

Replace 90% of your existing demand with renewable energy, with the potential for more

LOWEST PRICE

Green **FLEX**



BEAT ANY SOLAR PROPOSAL

Replace approximately 30% of your existing demand with solar energy, with the flexibility to scale up to 100%



Our standard products are just the starting point. With EnergyOS, clients can select from a range of optional features to meet their specific business needs.



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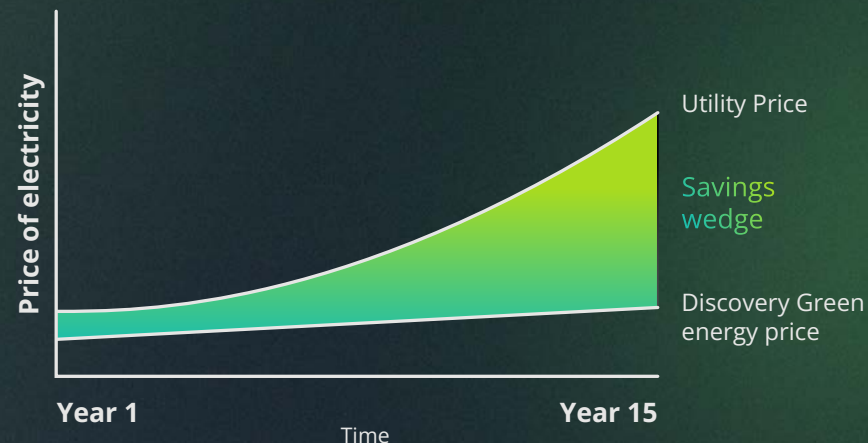


Lock in certainty. Save more over time.

Over the past decade, electricity prices have increased at approximately CPI + 5% a year.

With Discovery Green, your electricity prices are locked in, increasing only at inflation (CPI). This offers greater cost certainty, helping you avoid unexpected price increases and creating a growing savings wedge over time.

The longer the contract duration, the greater the saving.



** Illustrative prices; graph based on historical experience and expected projections*



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Discovery Green's **energy portfolio**



2nd
Largest renewable
energy trader in
South Africa

Already reached
Financial Close on
740 MW

Sun-farming
1 MW in North-West
Currently delivering energy



Tournee Solar Park
300 MW in Mpumalanga
720m kWh generated annually
FC achieved Sep'25



Notsi Solar Farm
290 MW in Free State
FC achieved Mar'26



Overberg Wind Farm
150 MW in Swellendam (WC)
489m kWh generated annually
FC achieved May'25



Wind Farm 1
15 MW in Eastern Cape
Currently delivering energy



Goal to
procure between
5GW and 8GW by
2030



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Steady stream of South African businesses joining our platform



UNIVERSITY OF CAPE TOWN
iyunivesithi yasekapa - universiteit van kaapstad

Sector: Education
Tenor: 10 Years
Product: Green Saver

90% coverage

YORK TIMBERS

Sector: Forestry and Paper
Tenor: 20 Years
Product: Green Saver

90% coverage

THE REGENT MCC
LUXURY APARTMENTS

Sector: Hospitality
Tenor: 20 Years
Product: Green Saver

90% coverage

ALZU

Sector: Agriculture
Tenor: 10 Years
Product: Green Saver

90% coverage

KP LIME

Sector: Mining
Tenor: 10 Years
Product: Green Saver

90% coverage

Balwin PROPERTIES

Sector: Real Estate
Tenor: 20 Years
Product: Green Saver

90% coverage

THE CAPITAL
Hotels | Apartments | Resorts

Sector: Hospitality
Tenor: 15 Years
Product: Green Saver

90% coverage

FORTRESS
REAL ESTATE INVESTMENTS

Sector: Real Estate
Tenor: 10 Years
Product: Green Saver

90% coverage

Southern Sun

Sector: Hospitality
Tenor: 10 Years
Product: Green Saver

90% coverage

IMPLATS
EXCELLENCE IN PGMs

Sector: Metals & Mining
Tenor: 5 Years
Product: Green Saver

90% coverage

atlantis

Sector: Manufacturing
Tenor: 5 Years
Product: Green Saver

90% coverage

AFROX

Sector: Industrial Gases
Tenor: 10 Years
Product: Green Saver

90% coverage

SASOL

Sector: Energy, Natural Resources and Chemicals
Product: Bespoke

GLENCORE

Sector: Metals & Mining
Product: Bespoke

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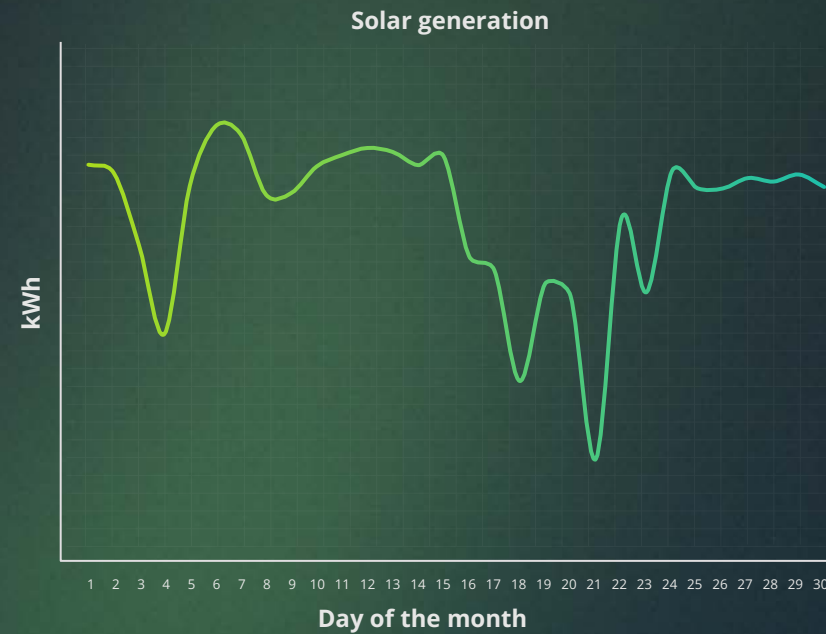
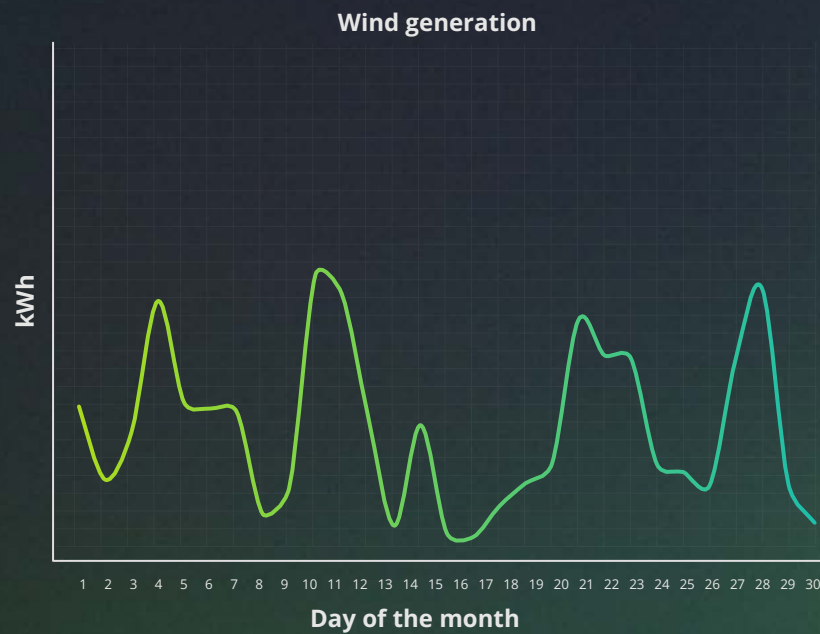
01 Generation is volatile

Renewable energy is generated when the resource is available.

Solar generation is concentrated in daylight hours. Wind produces energy more consistently over a 24-hour period, but at less intensity.

No two days are the same. Solar and wind generation vary enormously, leaving clients at the mercy of the weather.

Example: Actual generation over a month



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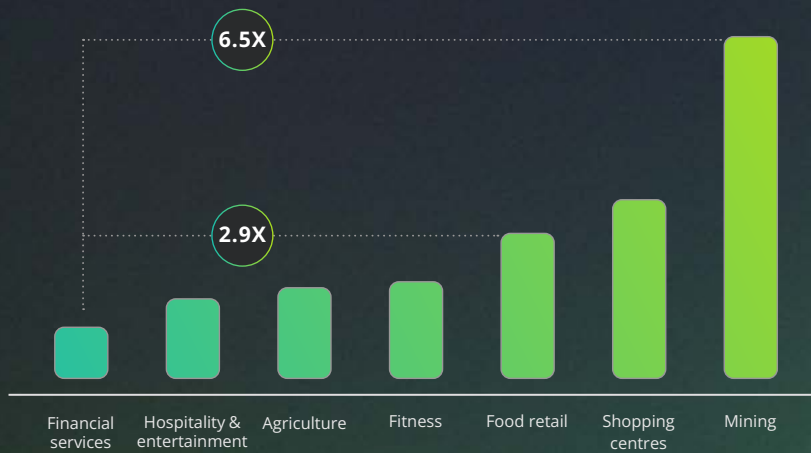
02 Consumption is volatile

Businesses consume electricity according to their own operating needs.

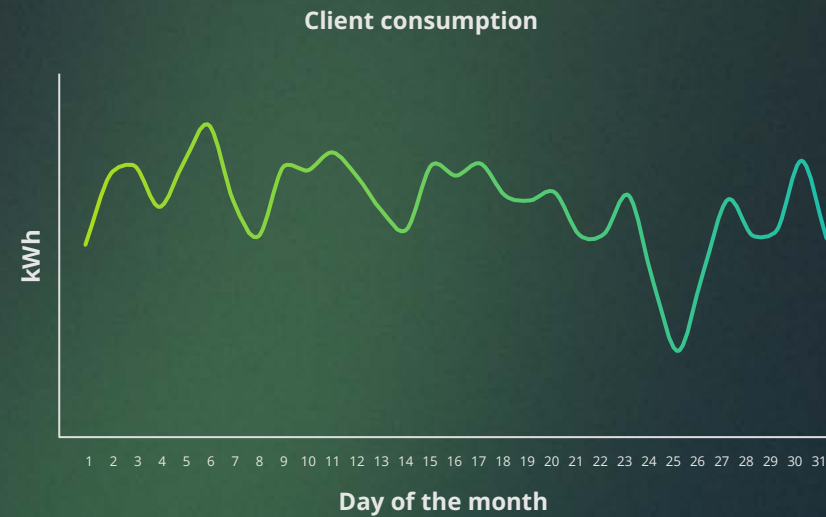
Every business has a distinct electricity-use profile, both in the amount consumed and the time of consumption.

Similar to generation, over the course of a single month there is significant volatility both within a single business and across industries.

Consumption volatility relative to financial services industry



Electricity consumption is highly variable within a month



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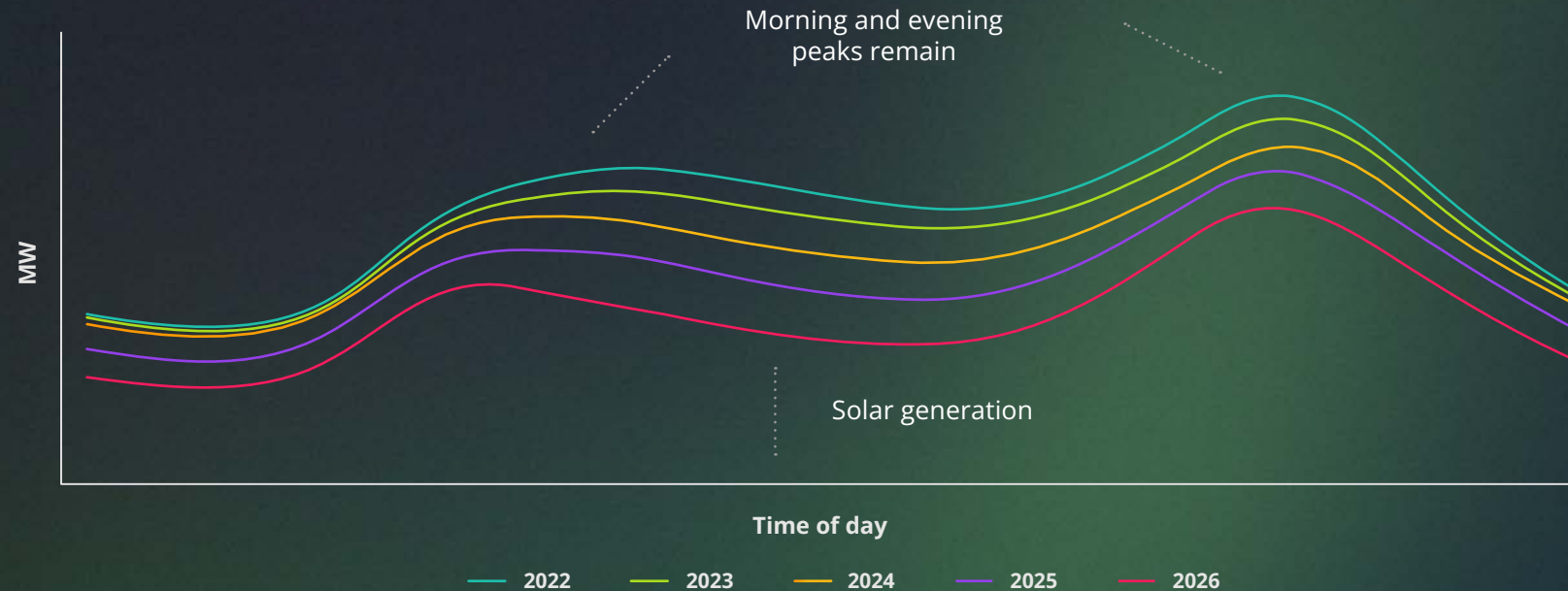
03 Price dynamics are changing

Electricity prices adapt as a function of changing supply and demand.

Increasing solar adoption in South Africa is resulting in an oversupply of daytime energy. As a result, pricing across each of the time of use periods is changing, with daytime prices decreasing and a 'duck curve' emerging.

As solar adoption increases further, market prices will continue to adjust. Client solutions must be robust and adapt to changing market conditions.

South Africa hourly residual demand



Source: Eskom, Wietze Post

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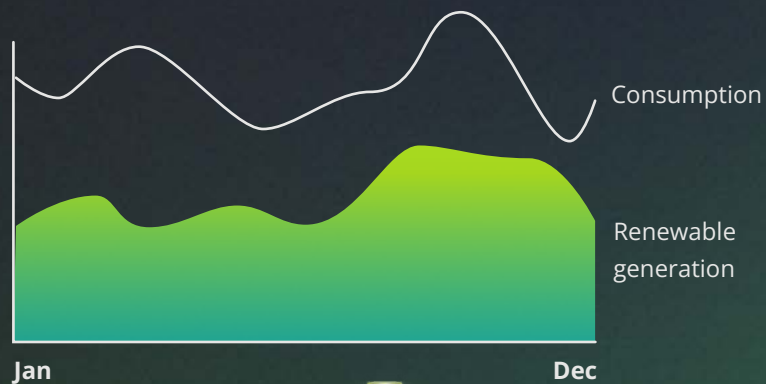
04 Traditional renewable procurement forces a trade-off

Renewable energy is generated when the resource is available, while businesses consume electricity according to their own operating patterns, all within a rapidly changing electricity market.

The challenge is not simply generating renewable energy. It is forecasting future consumption, generation and market-price scenarios and matching supply to when customers need it. A fine balance that requires diversification, scale and sophisticated modelling.

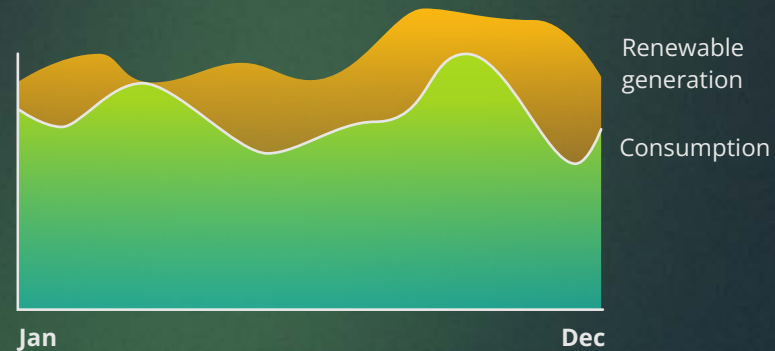
1. Under-contract renewable supply

Lower take-or-pay exposure, higher exposure to rising utility prices.



2. Over-contract renewable supply

Higher renewable coverage, increased risk of paying for wasted energy.



EnergyOS removes the need to choose between these extremes.

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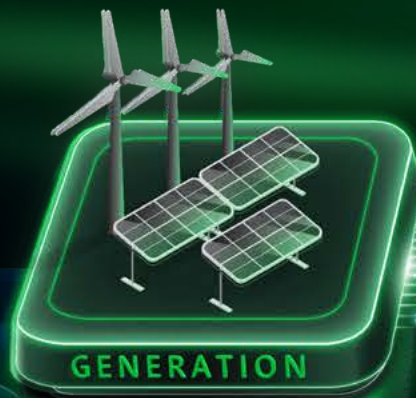
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EnergyOS

Discovery Green's proprietary operating system, built on a shared data lake and powered by three interconnected models: forecasting, customisation and allocation, with EnergyAI running throughout. EnergyOS allows clients to maximise the value of renewable energy by increasing savings and coverage while minimising risk.



Continuous learning and feedback powered by actuarial intelligence



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Without EnergyOS, it is just renewable energy.



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What **EnergyOS** unlocks for clients

Every client is different. Through continuous forecasting, optimisation and portfolio management, EnergyOS helps clients maximise value, reduce risk and accelerate decarbonisation, while aligning their energy strategy with their unique business priorities.



01 Superior savings

Maximises client value over the full contract term, not just first-year tariff savings.



02 Lower volatility and risk

Reduces exposure to take-or-pay risk, supply-demand mismatches and changing market conditions through continuous portfolio optimisation.



03 Greater renewable coverage

Supports higher renewable-energy coverage and emissions reductions without the risk of wasted energy.

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**Statistics calculated based on Discovery Green modelling for a representative customer under the most likely tariff scenario. Actual outcomes vary by consumption profile, contract structure and market conditions.*



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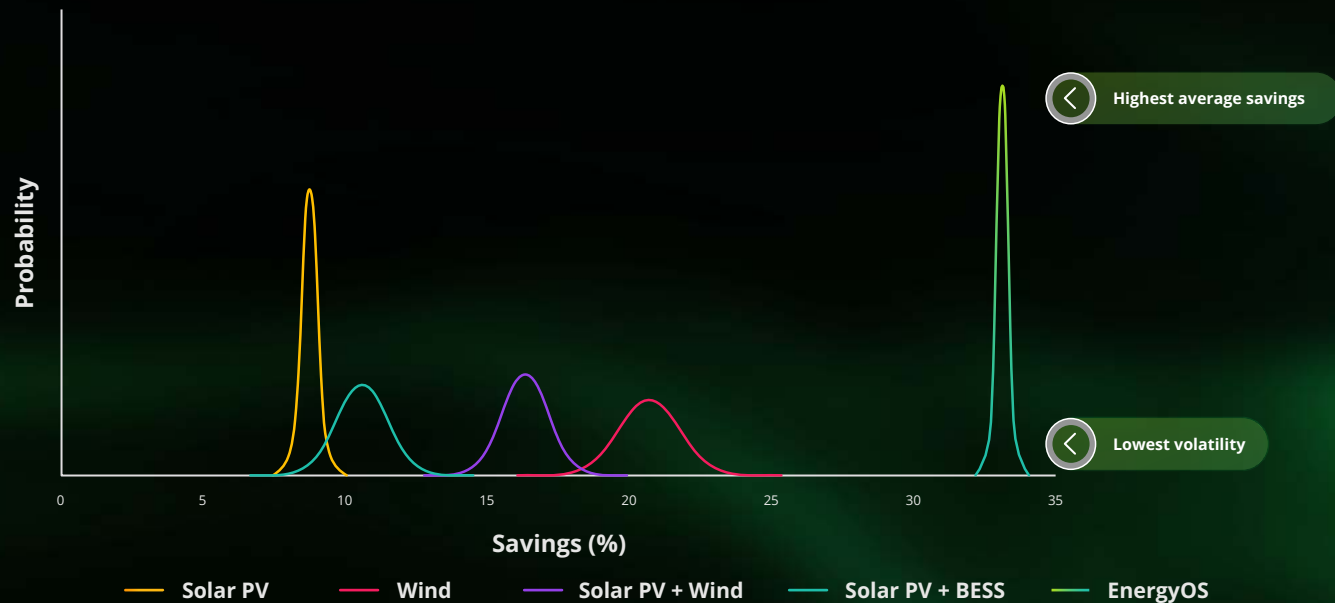


Case Study: Better outcomes. Greater certainty.

Mining | Moderate solar-adoption tariff scenario | Medium strategy prices

For a **typical mining client**, in a future market where increasing solar adoption drives down daytime prices and raises the price of nighttime energy, unlike static renewable-energy solutions, EnergyOS continuously forecasts and allocates energy under changing market conditions to deliver **higher savings with greater certainty** than alternative renewable energy strategies.

Savings distributions by renewable energy strategy



**Savings are quantified as Net Present Value (NPV) over the contract term and represents percentage savings of each energy strategy when compared to what you would have paid had you stuck with your utility.*

EnergyOS Advantage

When compared to other strategies, on average EnergyOS leads to:

88%

lower volatility

2.2×

higher savings

90%

renewable coverage



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HOW ENERGYOS
CHANGED THE
OUTCOME

FORECAST
future generation,
consumption and
market-price scenarios



CUSTOMISE
Price the client's preferred
balance of savings, certainty
and flexibility.



ALLOCATE
Optimise renewable-energy
allocation while protecting
client commitments.



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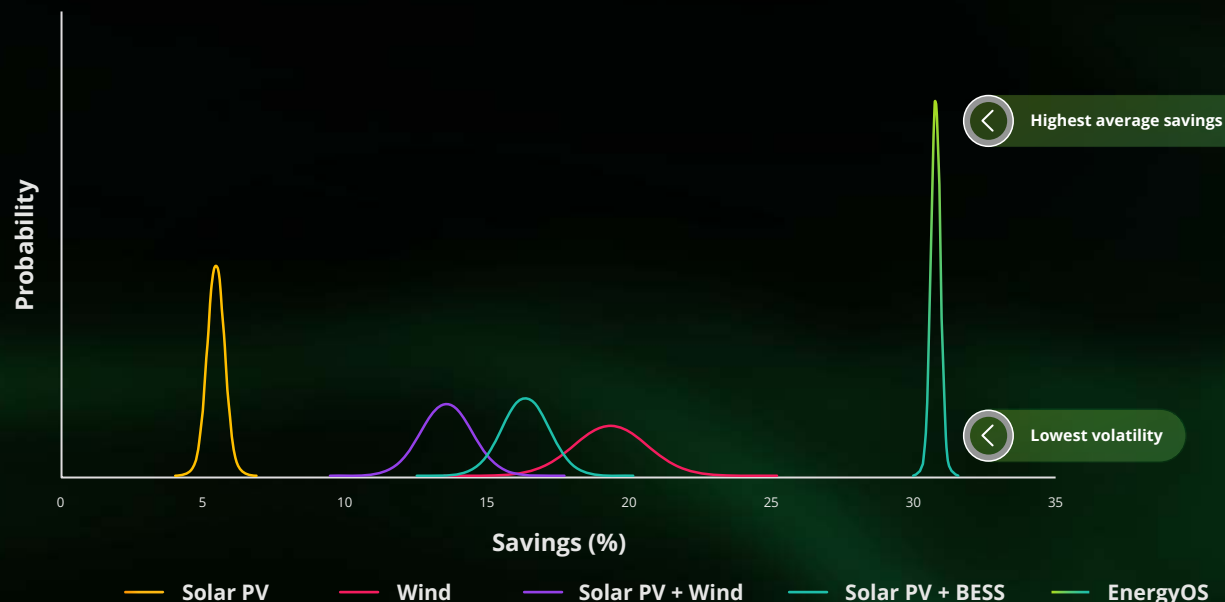


Case Study: Better outcomes. Greater certainty.

Data Centre | Heavy solar-adoption scenario | Medium strategy prices

For a typical data centre, in a future market where structural daytime oversupply causes sustained low daytime prices and structurally higher nighttime prices, unlike static renewable-energy solutions, EnergyOS continuously forecasts and allocates energy under changing market conditions to deliver **higher savings with greater certainty** than alternative renewable energy strategies.

Savings distributions by renewable energy strategy



**Savings are quantified as Net Present Value (NPV) over the contract term and represents percentage savings of each energy strategy when compared to what you would have paid had you stuck with your utility.*

EnergyOS Advantage

When compared to other strategies, on average EnergyOS leads to:

88%

lower volatility

1.9×

higher savings

90%

renewable coverage



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HOW ENERGYOS
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future generation,
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CUSTOMISE
Price the client's preferred
balance of savings, certainty
and flexibility.



ALLOCATE
Optimise renewable-energy
allocation while protecting
client commitments.



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Interested in seeing
how your industry
might benefit from
EnergyOS?

Try our EnergyOS Scenario Simulator

Scan the code to run your own scenarios.



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