



# TAILORED ENERGY SOLUTIONS FOR BUSINESS



# TSEBO

**TSEBO ENERGY SOLUTIONS**

[www.tseboenergy.com](http://www.tseboenergy.com)

# WHO WE ARE

**Tsebo Energy Solutions provides expertise in delivering efficient energy management solutions that effectively reduce production costs.**

We offer a range of affordable options to help mitigate the impact of carbon-intensive energy sources while ensuring uninterrupted power supply. Simultaneously, we facilitate the transition towards sustainable energy alternatives for a more sustainable future.

Our mission is to empower our clients with strategic advantages by minimizing energy costs and enhancing sustainability. By doing so, we enable organizations to significantly reduce their carbon footprints, aligning their operations with environmentally conscious practices.

## BENEFITS

At Tsebo Energy, we believe that a reliable energy solution tailored to your business can deliver long-term benefits. We understand that every business has specific requirements, and we offer a range of options to suit your needs.

Our team is well-versed in the best available technology solutions, tax incentives and funding options. We also have experience in how best to use your existing assets while transitioning to renewable energy solutions. Our consumption intelligence system can provide immediate savings, and we'll guide you towards achieving carbon neutrality.



# WHAT WE DO



## METERING AND MONITORING

From bulk metering to energy conservation measures



## ENERGY OPTIMISATION

From consumption analytics to bill verification



## CONSULTING

From energy usage analytics to energy independence roadmaps



## SOLUTIONS DESIGN

From technical design to recommending financing options



## MAINTENANCE

From maintenance to ongoing improvements through consumption analytics



## PROJECT MANAGEMENT

From procurement support to installing and commissioning energy plants



## ENERGY PERFORMANCE CERTIFICATION

From data collection to certification

# OUR SOLUTIONS

## PROVEN SOLUTIONS THAT REDUCE YOUR BUSINESS COST



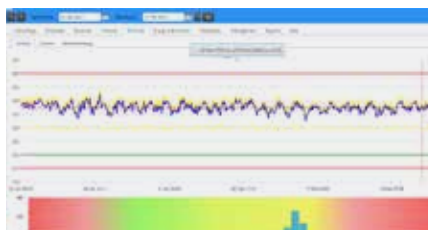
Utility auditing



Energy performance audit



Building energy optimisation



Supply quality

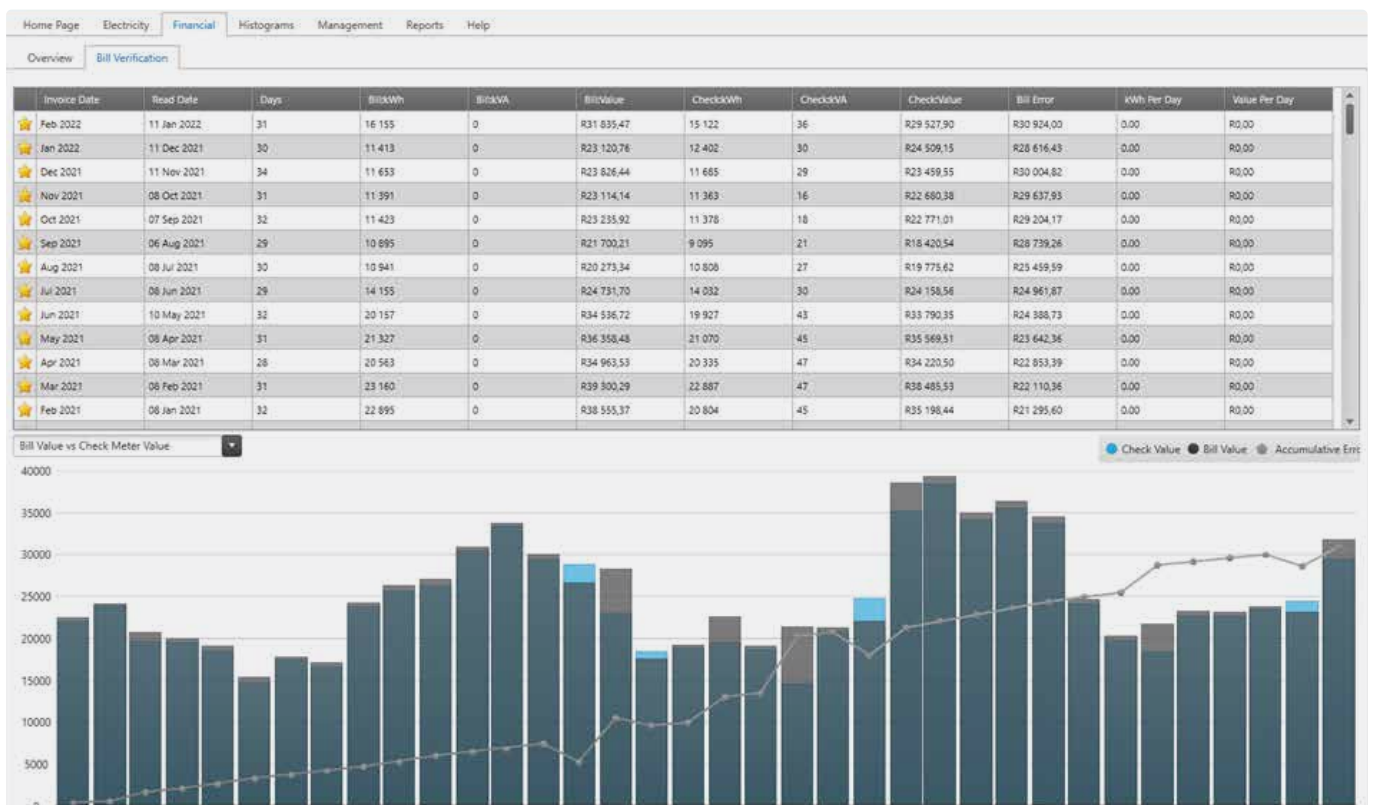


Smart metering



ASHRAE Energy Audit

We provide our clients real time visibility of their electricity consumption and utility costs.



# OUR PROCESS

Audits and due diligence

Metering consumption

Benchmark operations

Selecting proven technologies

Energy interventions performance tracking

Tracking efficiencies and guaranteed savings

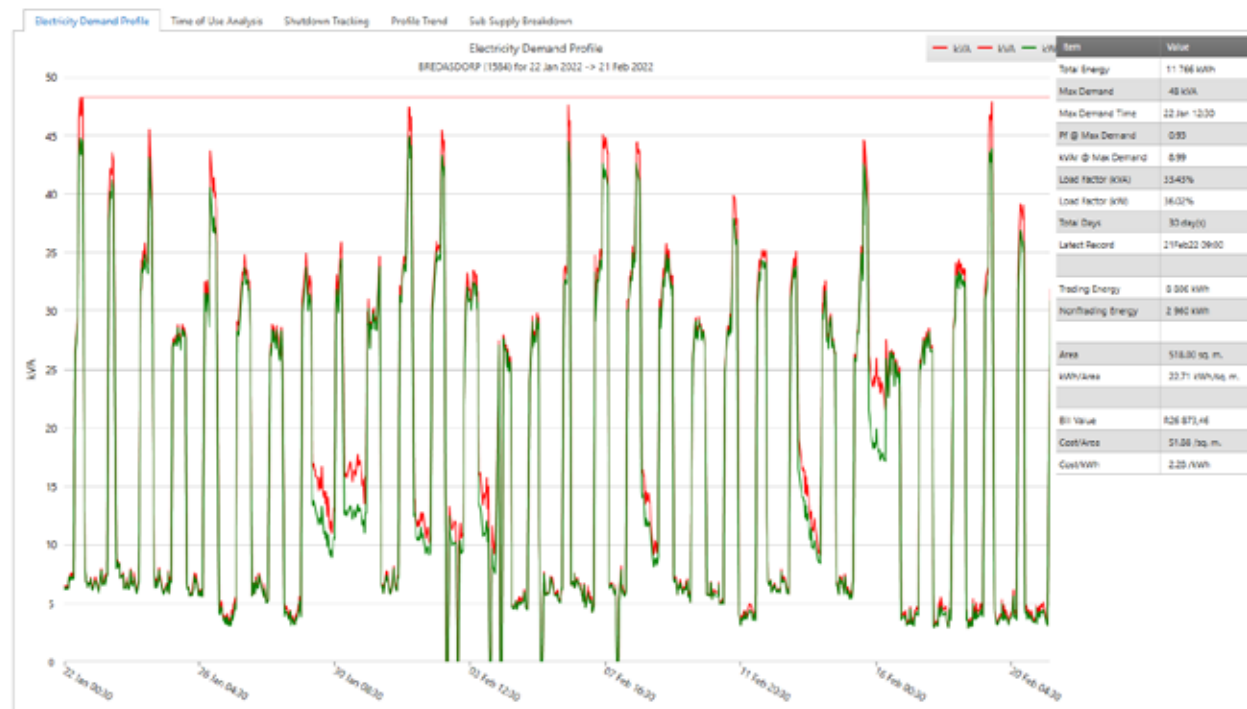
“

Tsebo Energy has a decade of experience in reporting on Energy Use Intensity (EUI) and a portfolio of clients that span the continent.

”

## Energy consumption insights

- We understand your company's energy consumption, therefore are able to provide analytic and granular identification of savings opportunities.
- We model energy interventions in real time and track the cost effectiveness of energy saving initiatives.
- We provide data mining, trend analysis and benchmarking over a period of time.
- We provide our clients real time visibility of their electricity consumption and utility costs.
- We provide comprehensive emission data for carbon disclosure to assist in the achievement of reduction targets.



## Energy efficiency solutions

### Consumption intelligence

An intelligent and unique metering system that identifies the precise sources of overconsumption.

### Tariff optimisation

Ensuring clients are on the most optimal tariffs.

### Power factor performance monitoring

Quantification of financial losses due to sub-optimal performance.

### Energy efficient lighting

Retrofits with the advanced LED technologies.

### Water heating

Energy efficient hot water systems, solar (thermal) or heat pumps.

### Photo voltaic systems

Rooftop off-grid and grid-tied solutions.

### Billing Queries

Resolution of utility billing queries.

### Policy formulation

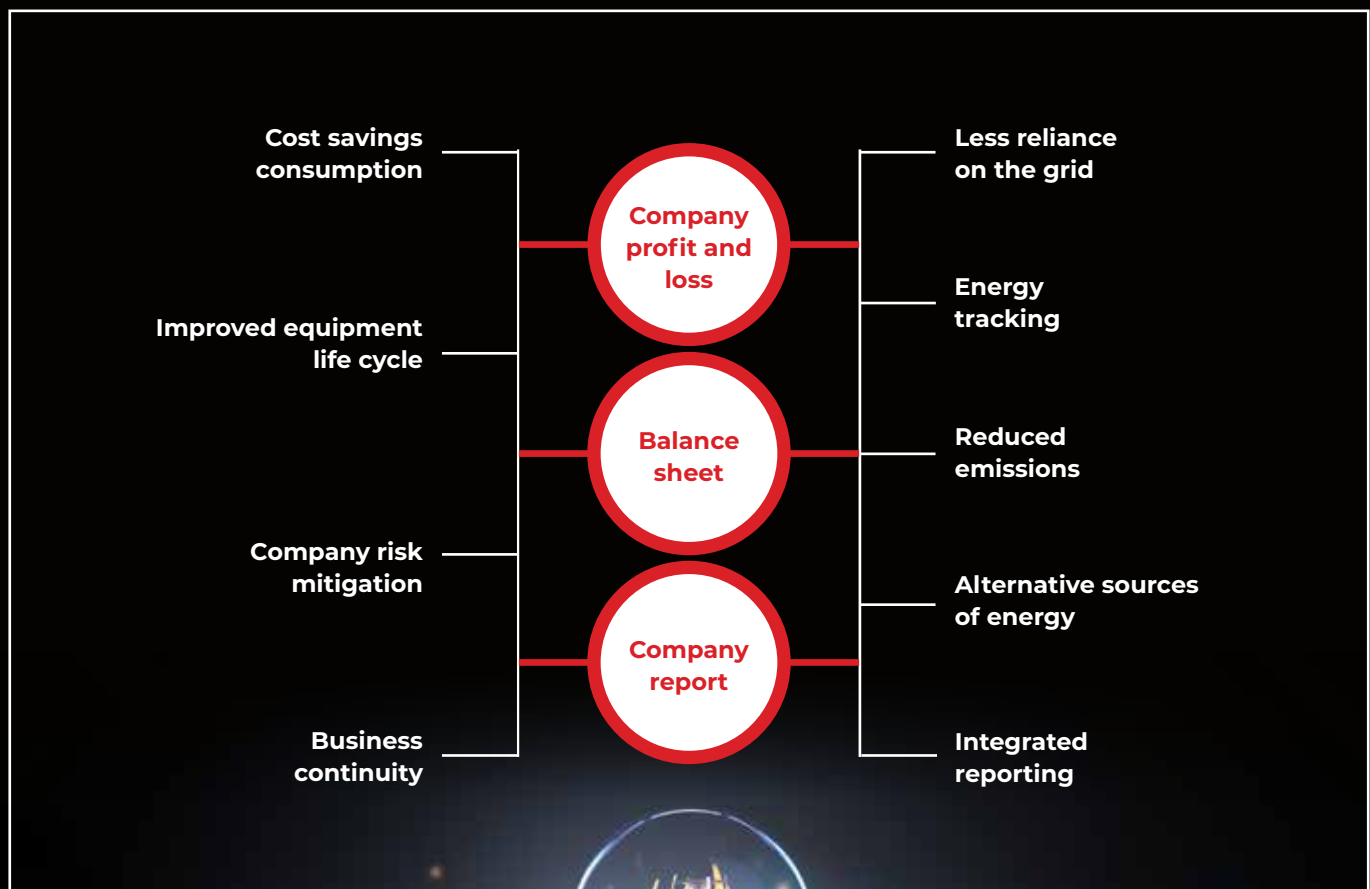
Documenting energy policies and procedures to systemise energy conservancy.



# BUSINESS STRATEGIC IMPERATIVES

Energy is a strategic conversation and managing consumption efficiently is a business imperative.

Tsebo Energy Solutions looks at your business needs, starting with the impact on your operations. We identify potential opportunities from both a consumption, tariffs and a billing perspective.



# WHAT WE OFFER YOUR BUSINESS

## Cost efficiencies

- Measurable cost saving.
- Simple and effective solutions with no hidden extras or complexity.
- End-to-end solutions delivered in their entirety.
- Identification of further potential savings.

## For a cleaner, greener future

- We enable the creation of self-funding mechanisms for sustainability.
- We provide a strategic agenda of sustainability with cost savings attached.



## Savings achieved

### Leading University

#### Tariff Optimisation

Our analysis of the Tariffs being applied across the 18 points of bulk supply on the clients Campus were optimized by changing from Industrial Medium or Low voltage as the case may have been to Time of Use

**Savings achieved to date:  
R60.3 million**

### Leading Retailer

#### Shutdown Management and Tariff Optimisation

326 Online meters commissioned.  
Implementation of our systems and controls have yielded a saving of R23.4 mill from inception to date

**Savings achieved to date:  
R23.4 million**

### Leading International Telecommunications Client

#### Implementation of our Consumption Intelligence system and tenant billing module

Implementation of our Consumption Intelligence system and tenant billing module

**Managed to drive the efficiency to 99.9% of energy and water cost recoveries from to tenants**



# HOW CAN WE MEASURE?

## Budgeting for success

Through greater visibility of the sources of cost related to energy consumption, Tsebo Energy Solutions can help your business to budget effectively, both for consumption and capital.

## Human behaviour

Our technology enables you to understand how human factors influence energy consumption and what training and policy interventions are required.

## ENERGY PERFORMANCE CERTIFICATION

As per Notice 700 of Government Gazette 43972:2020, all public sector buildings with a net internal area of minimum 1000m<sup>2</sup> and private sector with a net internal area of 2000m<sup>2</sup> are eligible for EP certification for the following building types, viz.

**A1:** Entertainment and public facilities

**A2:** Theatrical and indoor sports facilities

**A3:** Places of Instruction such as universities and larger schools

**A4:** Religious places such as churches, mosques, synagogues, and temples

**F1:** Large shops and stores

**G1:** Office buildings

**H1:** Hotels and similar buildings

Catering  
Cleaning  
Hygiene  
Pest Control  
Protection

Remote Sites  
Facilities Management  
Energy  
Engineering  
Workplace Design

## CONTRACT NON-CORE SERVICES



PRODUCTIVITY  
TRANSPARENCY  
COMPLIANCE

BY INCREASING

### WE IMPROVE

THE EASE OF  
DOING BUSINESS,  
ALLOWING THE  
CLIENT TO FOCUS  
ON THEIR CORE  
BUSINESS

OPERATIONAL RISK  
COMPLEXITY  
COST

AND DECREASE

## OUR DIFFERENCE

Estate Living  
Oil and Gas  
Mining and Resources  
Corporate and Financial Services  
Manufacturing  
Public Sector  
Healthcare  
Education  
Leisure and Hospitality  
Retail and Wholesale



## KEY SECTORS

**26** Countries

**3 500** Sites

**51** Years

**32 000** Employees

**32** Offices

## FOOTPRINT AND OPERATING EXPERIENCE



# CUSTOMISED INTEGRATED WORKPLACE MANAGEMENT SOLUTIONS BUILT UPON OVER 50 YEARS OF EXPERIENCE



## ISO 9001 **Quality Management**

We hold the internationally recognised QMS standard, a powerfully designed business quality tool ensuring continuous improvement.

**ISO 9001:2000 ISO 9001:2008**

## ISO 14001 **Environmental Management**

We follow the specific EMS standards for handling environmental issues within an organisation.

**ISO 14001:2004**

## ISO 22000 **Food Safety Management**

We are compliant to specific FSM standards, ensuring that all organisations in the food chain control safety up to the time of consumption.

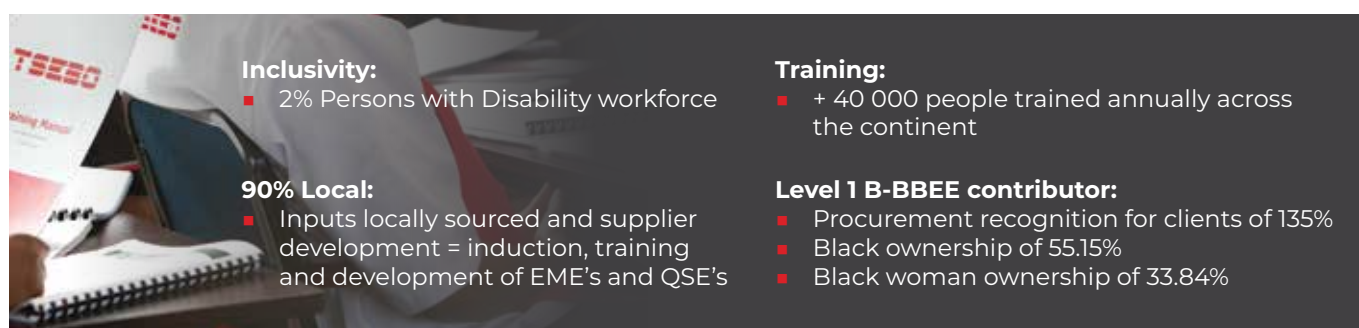
**ISO 22000:2005**

## ISO 45001 **Occupational Health and Safety**

We eliminate or minimise the health and safety risks of our activities for employees and other interested parties.

**ISO 45001:2018**

## WORLD-CLASS OPERATING STANDARDS



**Inclusivity:**

- 2% Persons with Disability workforce

**90% Local:**

- Inputs locally sourced and supplier development = induction, training and development of EME's and QSE's

**Training:**

- + 40 000 people trained annually across the continent

**Level 1 B-BBEE contributor:**

- Procurement recognition for clients of 135%
- Black ownership of 55.15%
- Black woman ownership of 33.84%

## TRANSFORMATION AND EMPOWERMENT

### ABAC AND CODE OF ETHICS

Tsebo's global standards adhere to the UK Bribery Act and the South African Prevention and Combatting of Corrupt Practices Act. In terms of our internal governance, all Tsebo employees must adhere to our anti-bribery and anti-corruption policy, our whistleblowing policy and procedure, gifts and entertainment policy and our strict code of ethics and good business practice.

### TIP-OFFS ANONYMOUS

Tsebo operates an independent 24/7 hotline monitored by Deloitte, where suppliers, employees and customers can notify the business of any infractions, which will be investigated.



## ZERO TOLERANCE FOR BRIBERY AND CORRUPTION

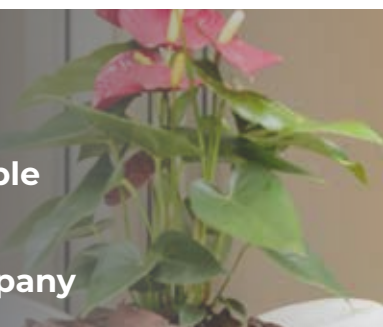
Multinational clients

Sustainability framework

Environmentally responsible

Ethics and governance

An authentic African company



## AN ETHICAL AND RESPONSIBLE CORPORATE CITIZEN





## GET IN TOUCH

**Johannesburg**

+27 (0)11 441 5300

**Cape Town**

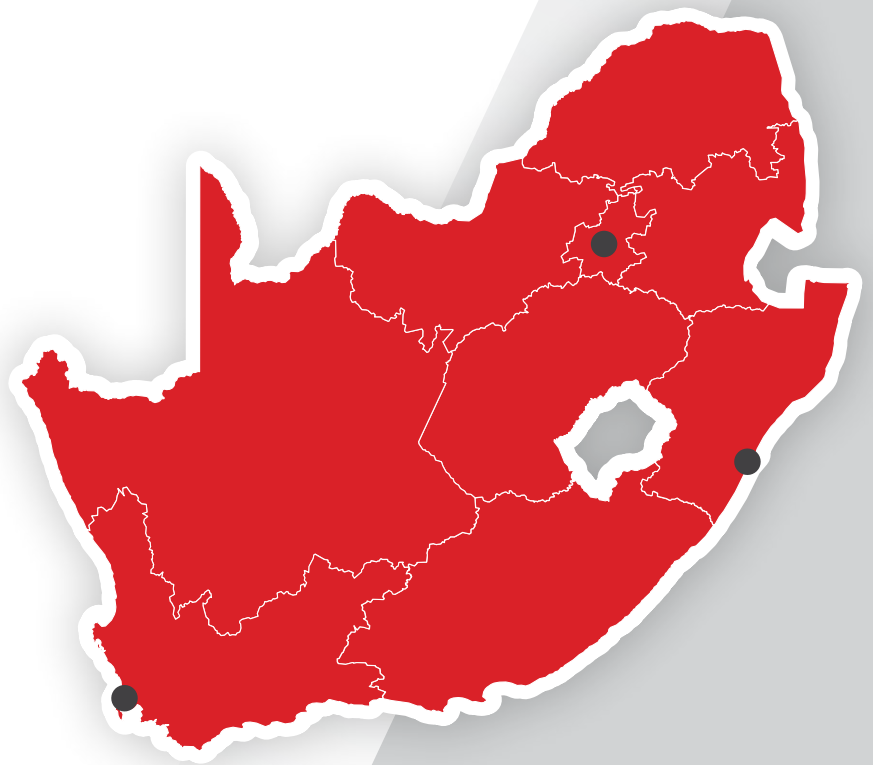
+27 (0)21 595 8300

**Durban**

+27 (0)31 571 6300

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## OUR FOOTPRINT

## OUR VALUES



We embrace highly ethical, moral and respectful behaviour, without exception.

**INTEGRITY**



We seek opportunity, respond rapidly, strive for continuous improvement and behave like intrapreneurs.

**ENTERPRISING**



We care for people, communities and the environment.

**CARING**



We are industrious, efficient and dependable.

**DILIGENT**