

Webinar

How ENACT's platform enables greater solar and storage sales through leveraging software advantages

26th October 2022



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Rubicon Group

PV Tech Webinar

26 October 2022

Rubicon Group Introduction

Decentralised and sustainable solutions require a provider that understands the full technology journey. Our Energy, E-Mobility, Lighting, Building Automation and Power Solutions divisions provide a range of sustainable technology solutions to clients. These include renewable energy generation and storage technologies, electric vehicle charging infrastructure, intelligent lighting and building automation solutions, as well as UPS and power factor systems.

Rubicon caters for all our EPC and installer partners' solar PV, energy storage, and off-grid system needs. As an industry-leading provider, we have a wide range of solar PV products, and our energy storage solutions include lithium and lead batteries. This equipment can be bundled with full software and services, using Rubicon's platform and toolset, allowing our clients to build their businesses faster and more effectively.

- Energy and Storage
- E-Mobility
- Lighting
- Building Automation
- Power Solutions



enact

Accelerating Clean Energy

Corporate introduction

ENACT SYSTEMS INC



www.enact-systems.com

ENACT PLATFORM

- Thousands of users in 20+ countries
- \$1.5B+ of projects proposed per year
- Residential and commercial end-clients

VISION: We strive to transform the end-customer's purchase and ownership experience of solar and energy storage projects



SOLUTION: UBER-LIKE, TWO-SIDED PLATFORM

For
Installer



Design & Execute Projects

Envision: fully-integrated design and project management software *for installers*



For End-
Customer

Procure & Manage Assets

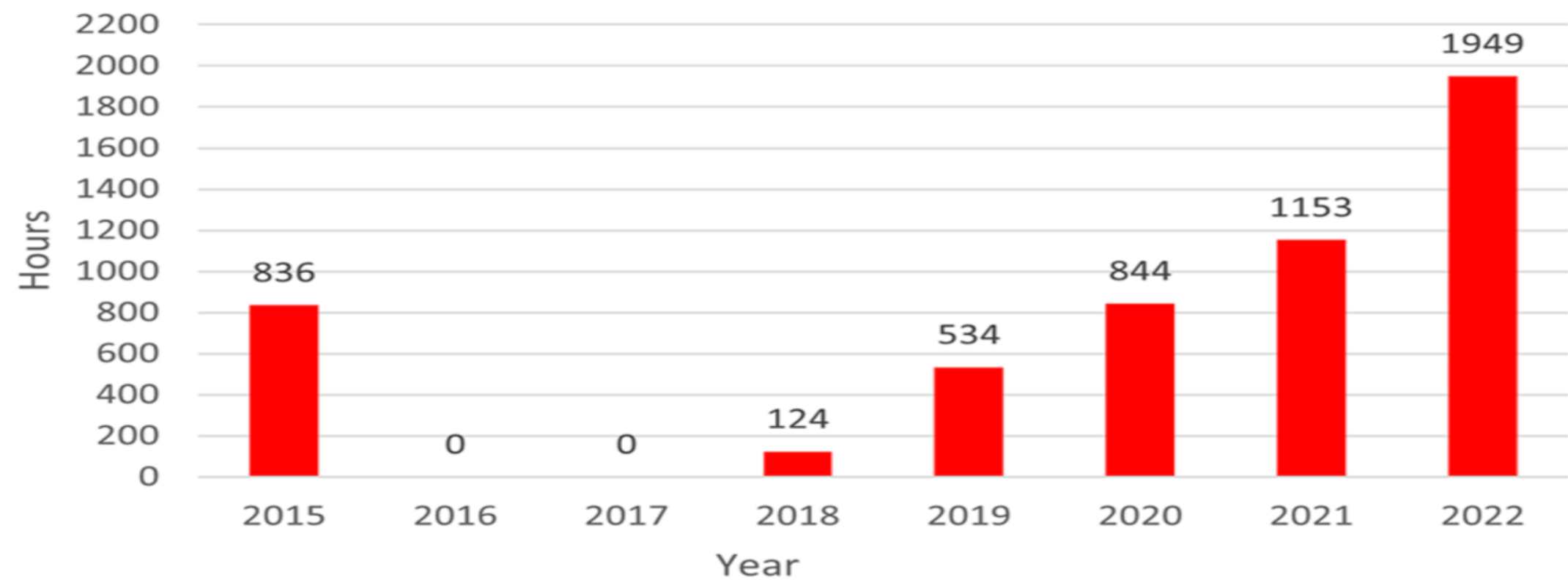
Engage: customer engagement and asset management software *for owners and end-users*

Integrated Marketplace & Data Services

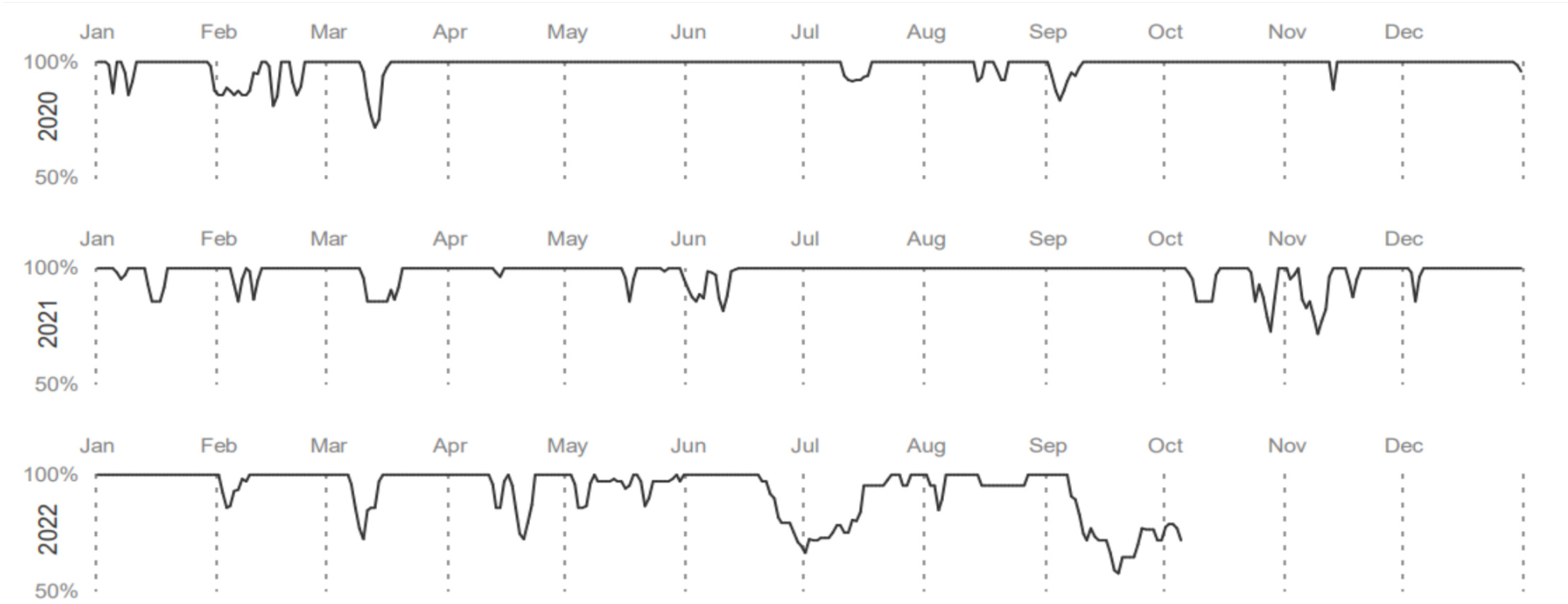
Intelligent AI-enabled services to optimize project outcomes and monetize marketplace

South African Energy Landscape

Hours of national load-shedding



South African Energy Landscape



* Data for 2022 are year to date 2022-10-05

^ Low of 58% recorded on 2022-09-19

South African Energy Landscape

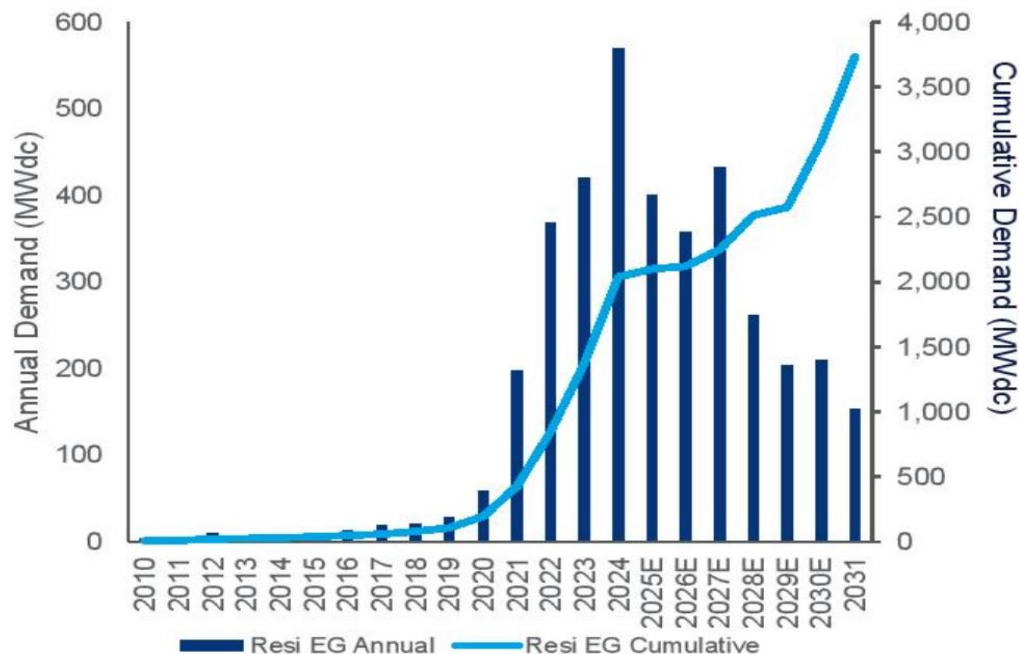
- These new drivers will push South Africa to install 36.8 GW of new PV in the next decade
- 1MW bottleneck licensing by NERSA has been lifted to allow for 100MW of self generation
- Utility scale generation options are now available to municipalities for procurement
- New raised cap suggests procurement by 2032 of:
 - 2.5GW of mining procured generation
 - 4.8GW of municipal procured generation
 - 5.75GW of large scale corporate PPA's
 - 13.1GW of C&I embedded generation
 - 3.7GW of residential

South African Energy Landscape - Residential

Residential small-scale embedded generation will likely see some ancillary benefits from increased market activity

System costs and procurement and permitting timelines could decrease

South Africa Residential PV Outlook, 2010-2026



Source: Wood Mackenzie

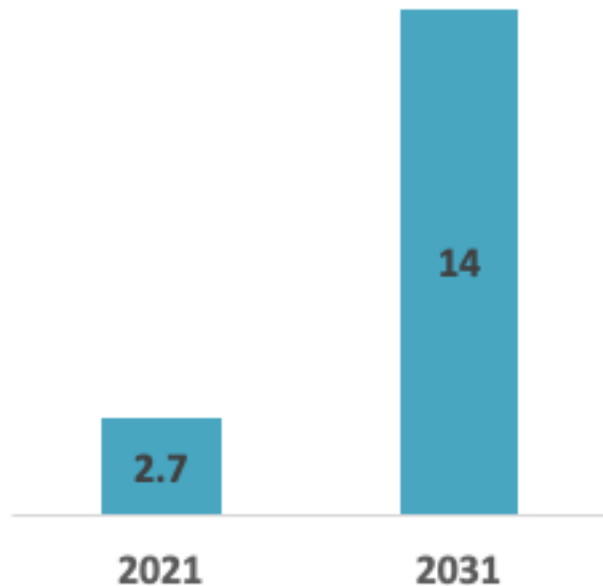
- While the increasing of the licensing cap will not directly benefit the residential PV segment as 1 MW was already more than sufficient, the SSEG segment is likely to see secondary benefits from the increase in domestic market activity. Improvements in supply chains, pricing, and procurement timelines for modules and other components, increased availability of skilled installation labor, and increased demand from customers is likely. Permitting times are likely to decrease.
- Cost remain high (~R160k-R355k for a 5-10 kW system with storage) relative to income levels, and installations are primarily concentrated in wealthier areas. But even with fixed charges of R12-R20/day in some municipalities, payback periods are within 5-7 years and 10-year financing is readily available from most commercial banks.
- As a result, Wood Mackenzie has upgraded its view. The South African residential PV segment could grow from its current annual install base to 3.71 GW by 2031.

RAPID SOLAR & STORAGE EXPANSION

Continued price decline will drive strong economics for sellers and buyers

Millions of new US homes to add solar...

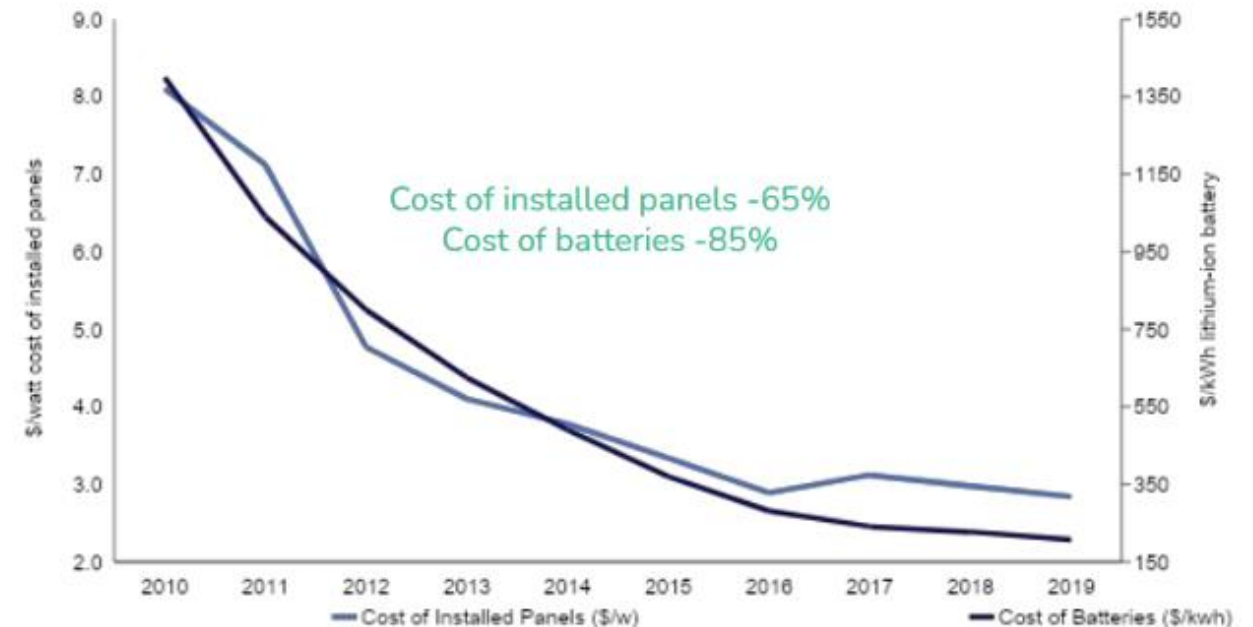
Cost of panels and batteries continue to drop...



% penetration
of 77M homes

~3.5%

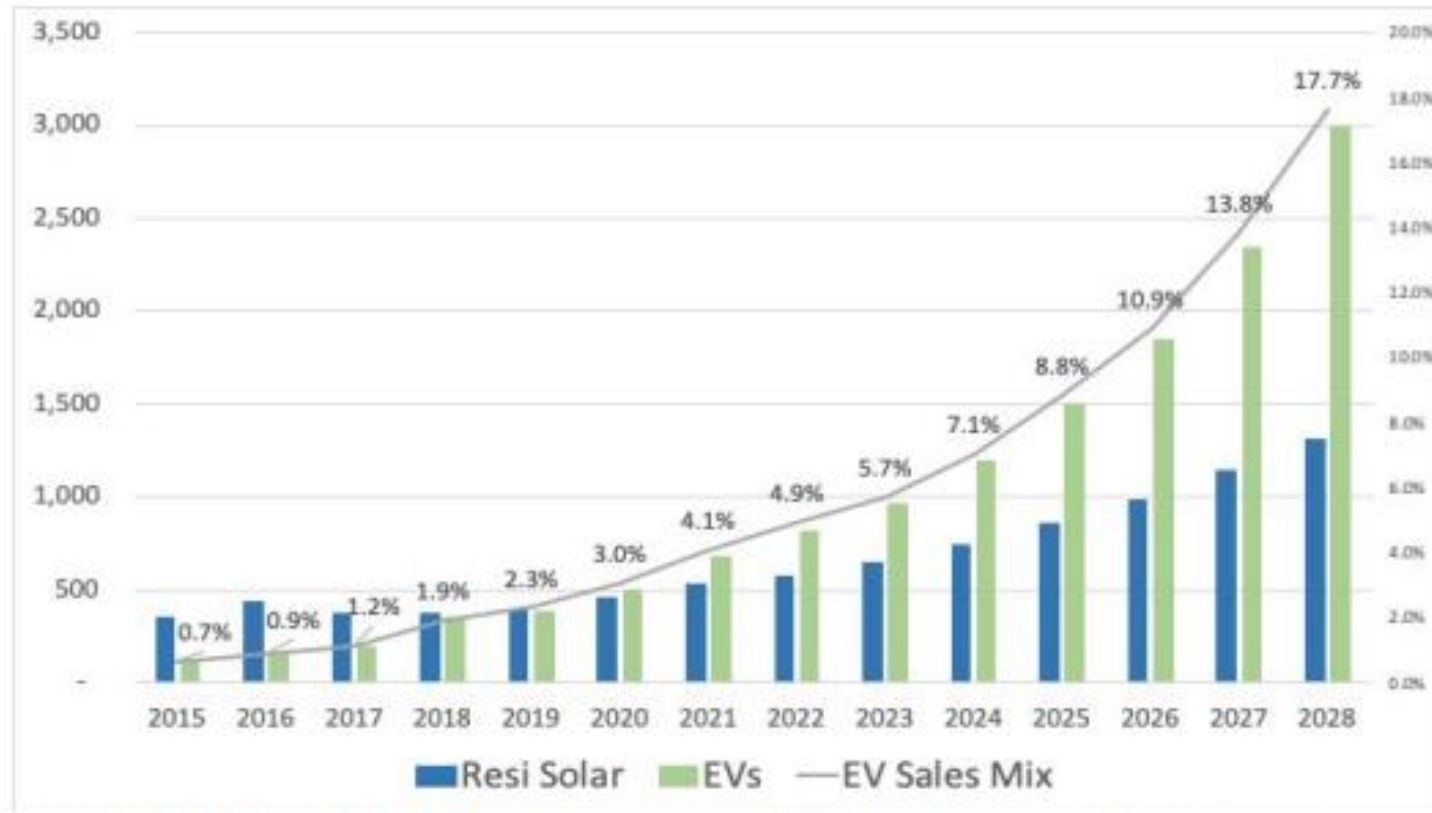
~17% ¹⁾



Solar panel costs to drop 34% and Storage 64% by 2030 ²⁾

EV ADOPTION GROWTH : HIGHER ENERGY DEMAND

Electric vehicles enhance value of distributed solar generation



- More than 80% of EV owners say they would consider installing solar panels at their homes, or already have them.⁽¹⁾
- 30-40% of people who own EVs have installed rooftop solar.⁽²⁾



(1) <https://www.greencarreports.com/>

(2) <https://cleantechnica.com/>

UNSTABLE GRID & CLIMATE CHANGE

Accelerating customer shift to renewables

Grid Power Outages rampant in several US States, and now forecasted for UK / Europe

World rocked by 29 billion-dollar weather disasters in 2022

Florida's Hurricane Ian, a \$20 billion drought and heat wave in Europe, and deadly floods in Pakistan are among the catastrophes so far this year.

Yale Climate Connections, October 2022

TECHTalk

enact

Governments around the world driving
Net Zero / Carbon mandates





Customer Adoption hampered by complex purchase

- Limited transparency in pricing and offering
- Hundreds of local installers, dozens of OEM brands
- No assurance of financial outcomes

Installer delivery gaps impact ownership experience...

- Complex sale and execution
- Long execution: months from contract to completion
- Operations and maintenance risks



SAAS FOR INSTALLERS
Subscription + One-time fees



SAAS FOR END-CUSTOMERS
Subscription + One-time fees



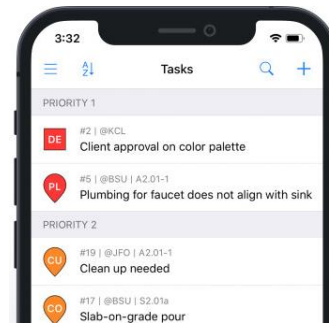
REMOTE DESIGN

- Utility Rate Analysis
- Layout & Shade Analysis
- Pricing & Margins
- Complete Bill of Materials



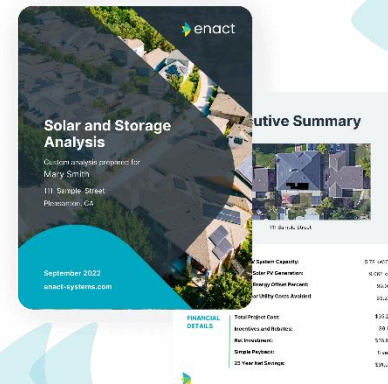
PROJECT WORKFLOW

- CRM Milestone Tracking
- Documents and photos
- Mobile task management
- Asset Fleet Dashboard



INTERACTIVE PROPOSALS

- 3D Interactive Proposals
- Multiple Solar / Storage OEMs
- Multiple Finance Options
- Savings Projections



ASSET MANAGEMENT

- Savings and ROI Tracking
- Asset Performance Alerts
- Shared Savings Assurance
- Monetize Tax & Carbon benefits



Serving the Energy Market - Software Platform

- Wrapping our services with a software layer to:
- Bring trust and reputable products to the market
- Ensure a consistent client journey
- Ensure solutions are engineered and sized correctly
- Understand the financial implications and offer financial solutions
- Develop a landscape of solar and storage environments which can be served in the future
- Ensure client details, site details and solution details are captured correctly

Serving the Energy Market - Software Platform

- Solar and Storage Systems are expensive
- They are grudge purchases.
- Costs are upwards of 15k Pounds (300k Rands)
- Ensuring the correct ROI and the correct sizing of systems is critical
- Ensuring the sizing and details are articulated to the customer correctly is critical
- Measuring performance versus what was proposed is a bonus

Serving the Energy Market – Stakeholder Benefits

- Manufacturers
- Distributors
- Installers
- End Users

UK Energy Landscape

☰ Top stories :



Brits warned to unplug these household electricals if there are blackouts this winter

1 day ago



Blackouts: What times of day would your home be affected?

1 day ago

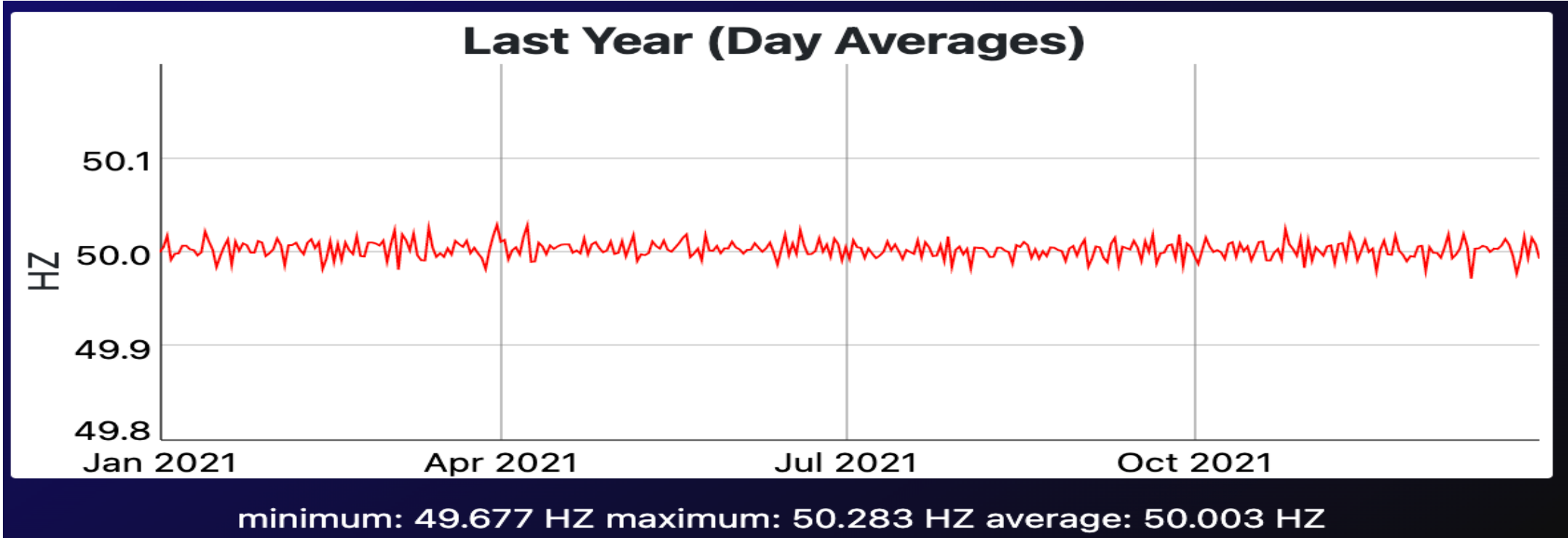


Could there be blackouts in the UK and when would they be?

1 day ago



UK Energy Landscape



Contact

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