



## GROUP OVERVIEW





## Solar Distributors Africa (SDA)

WATER PROJECTS / SOLAR SYSTEMS / PROJECT SERVICES

Solar Distributors Africa (SDA) is proud of its track record and leadership role in the solar water heating industry in Southern African. Since its inception in 2009 it has participated in the supply and installation of over 10,000 solar water heaters nationally.

The company supplies solar technology to commercial developers, builders and resellers and turnkey contracts delivery to government, state-owned enterprises and municipalities. SDA has delivered turnkey services for mass solar water heater installations to large volume clients such as Eskom, local municipalities and international donor funders.

Specialised services are delivered for residential and bulk water meter installation and maintenance. SDA is a contractor for the City of Cape Town's water management device roll out to some 20,000 indigent households in the Southern Peninsula region as well as new residential and bulk meter services under a

two year contract.

Contracts which are in the pipeline include supply of solar water heater supply and services for Department of Energy's mass roll-outs and energy optimization and conservation programs.

SDA is 51% black-owned and holds a Level 2 Contribution Status under the Amended Codes 2013.

The company also has a CIBD Grading of Level 6 SO, Level 1 CE and is a registered Asbestos Contractor.

Quality management is an important compliance component for undertaking large contracts and SDA meets this with its ISO 9001:2008 compliant Quality Management System.



## Solarent

SOLAR MADE SIMPLE

Solarent was launched in January 2010 specifically to sell solar water heating systems into the residential and commercial markets on a "rent-to-own" basis and is recognised as one of SA's pioneers pursuing making solar affordable through financing. Today the company has installed over 2000 systems. In 2013 Solarent was appointed as a certified supplier to the City of Cape Town's solar water heating program.

During 2014 the company launched its new and innovative solar water heating solution – Heatbox. Designed by the team in collaboration with a leading manufacturer, Heatbox is 35% cheaper than its nearest competitor and has an efficiency rating comparable with the high end systems. Sales to date have exceeded expectations and prospects for capturing the lion's share of the market look very favourable. Heatbox is SABS and Eskom approved.

The system is exclusive to Solarent, however market demand has forced the company to consider bulk supply to other distributors and negotiations are underway which could see as many as 20,000 systems being supplied under an OEM basis nationally.

The company markets its products and services direct through a team of sales agents and installations are performed through accredited plumbing partners. A high level of sales management and business efficiency is enabled through a web-enabled customer relationship management system.

Solarent is a supplier to a number of leading property developers in the Western Cape, supplying and installing solar systems for large housing developments.



## S A Solar Academy (SASA)

A division of Solarent

Solar Academy addresses the skills shortage, recognised as a major inhibitor to the growth of the plumbing, solar water heater and green energy markets, through their offer of customised training and development programs.

Training is strongly oriented toward the practical and 50% of the training time is spent doing hands-on learning as well as installation simulations. This means that the courses are suitable for learners across varying levels of education and sophistication.

Training programs are fully SAQA accredited and cover all levels from a basic entry program to the highest level NQF 4 accreditation.

In 2014 SASA was awarded a contract to train 300 solar installers in Gauteng under the Department of Labour's skills development program. The program includes both theory and practical elements and each of the students will be placed with professional plumbers and paid a stipend by SASA to complete their qualification.



## EASIWise Technologies

EasiWise is an innovative solar and electric hot water demand management controller providing solutions for two primary facets:

- Consumer installation for energy saving and hot water demand management for both electric geyser and solar water systems
- Demand Side Management energy reduction for electricity service providers

The system is modular, easily deployed and efficient providing selective, programmable remote control of geysers.

As well as offering high performance for consumers to reduce electrical use and manage hot water demand, the units can be linked in a grid to enable electricity service providers to perform load shifting, shedding and temperature management of geysers to alleviate electricity grid pressure.





**EXECUTIVE:**

Tony Geldenhuys  
[www.nusolar.co.za](http://www.nusolar.co.za)

**OFFICES:**

**Cape Town (Head Office)**  
 Unit 13, River's Edge Business Park, Winelands Close, Stikland, Bellville, Western Cape  
 Tel: 021 946 3424

**Water Services:**  
 Saxenburg Park 2, Unit 5, 32 Zinfandal Street, Blackheath  
 Tel: 021 905 0415

**Gauteng**  
 Unit 1, 27 Silverstone Crescent, Kyalami Business Park, Midrand  
 Tel: 010 590-1162

**Garden Route - Knysna**

**PRIMARY BANKERS**

First National Bank  
 Willowbridge Cape Town

**Key Group Clients**

- City of Cape Town
- Eskom
- Department of Energy
- Sibanye Mining
- Department of Labour
- SANEDI
- Bambana Construction
- Nation Housing
- Asrin Property Developments
- MSP Developments

**GROUP PERSONNEL**

**Corinne Geldenhuys** – Director, Solarent  
**Sarel Joubert** – Director, Easiwise Technologies  
**Christine Masson** – Group Quality Management & Support Services  
**Marc Geldenhuys** – SHE and Quality Control  
**Llewelyn Burger** – Group warehousing

## Company Data, Products & Services

### Solar Distributors Africa

**Registration No:** 2006/026493/07  
**VAT No:** 4120251436  
**CIDB Reg:** 5402-114-0501 – 6SO / 1CE  
**Directors:** A T Geldenhuys / V Mngomezulu  
**Empowerment Investors** – Southern Palace Group of Companies

- ISO 9001:2008 Compliant
- Level Two B-BBEE Contributor (Amended Codes)
- Accredited Asbestos Contractor

**Product & Services**

- Solar water heating systems : sourcing and

- supply to resellers
- Solar water heating system : commercial installation design, supply and installation
- 3<sup>rd</sup> Party logistics services of warehousing and despatch for large projects
- Project management services : related to mass roll out of solar water systems and energy efficiency solutions including heat pumps and lighting
- Water Conservation Projects : water awareness program execution, installation of water management devices, bulk meters and provision of standby services

[www.sdafrica.co.za](http://www.sdafrica.co.za)

### Solarent

**Registration No:** 2008/01907/07  
**VAT No:** 4500257862  
**Director:** A T Geldenhuys / C J Geldenhuys  
 NCR Registered

**Product & Services**

- Design and assembly of solar water heating systems

- Retailer of solar water heating systems to residential households and commercial developers
- Solar Water Heating bulk and residential installation services
- Quality Inspection Services for solar system installations

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

### S A Solar Academy

**A Division of Solarent**

- MERSETA / CETA Accredited
- NQF / SAQA Accredited Courses

**Product & Services**

- Skills development workshops for practical application of solar water heating in various environments
- Reseller training courses for 3<sup>rd</sup> party manufacturers of geysers, timers, heat

- pumps and solar systems
- SAQA accredited NQF plumbing courses for unskilled and semi skilled individuals aimed at developing local skills in targeted areas across South Africa
- Energy audits & intervention recommendations for optimising electrical consumption used for water heating

[www.solaracademy.co.za](http://www.solaracademy.co.za)

### EASIWise Technologies

**Registration No:** 2008/007959/07  
**VAT No:** 493 0259 553  
**Director:** S Joubert / A T Geldenhuys  
 Research and development of energy efficiency management, metering and control, particularly for hot water demand

- Domestic and commercial geyser

- management control devices
- Smart management of "grids" of electric geysers across residential areas in South Africa
- Supply of geyser controllers to the hot water cylinder manufacturing industry under OEM partnerships

[www.easiwise.co.za](http://www.easiwise.co.za)



### Shareholder : SDAfrica

Southern Palace Group of Companies is an independent, black owned and managed holding company with diversified interests in numerous well-established businesses. Through consolidation of various synergistic assets the Group aims to create a solid business

base from which to grow knowledge and wealth. The common thread across Southern Palace's acquired assets is that they are businesses striving for solid financial performance, sustainability and strong management.

Southern Palace has acquired a majority stake in the Nusolar Group through SDA and will actively participate in the business to unlock value.

[www.southernpalace.co.za](http://www.southernpalace.co.za)

