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ENERGY SYSTEMS PROVIDER
& BROADREACH

BROADREACH'S ENERGILITY CLEAN ENERGY SOLUTIONS & FINANCE

Better Living Today has partnered with Broadreach to provide tailored clean energy solutions specific to your needs, whilst reducing your carbon footprint and reliance on grid or diesel energy generation. Broadreach build, operate and maintain systems to ensure consistent power supply, all at a lower cost than that charged by your utility.

5 STEP PROCESS

Step 1: Design an energy system tailored to your energy needs

Step 2: Present an initial Energility finance offering

Step 3: If accepted, we finalise detailed designs, do structural assessments and a limited credit check

Step 4: Present a final offer and legal agreements

Step 5: Broadreach pays for, builds, operates and maintains the system, while you only pay for the electricity used

BENEFITS COMPARED TO TRADITIONAL FINANCING

1. Zero capital outlay, no raising costs or up-front fees.
2. Fully outsourced and financed energy solutions.
3. Faster turnaround times than that of a bank.
4. A long-term technical partner for your project, not just a hands-off lender.

BROADREACH VS. TRADITIONAL FINANCING

Banks don't build, operate, maintain, insure and repair your systems – all of those services come at a cost over and above the interest rate banks charge. The running, maintenance and metering costs can account for an additional ~3.5% per annum, to be added to the cost of bank finance - i.e. if your bank lends to you at an interest rate of 10-12%, then after borrowing the money to build a PV or energy system it will be costing you around 13.5-15.5% per year.

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GRID-TIED / HYBRID SYSTEMS

- Broadreach installs a solar PV system (with or without batteries and a generator) at your premises
- The PV system will supplement the energy you consume from the grid / generators
- With batteries or a generator, the ability to survive power outages can be added
- This is offered at zero upfront capex or maintenance cost
- System is financed either through a power purchase agreement (pay per unit consumed) or rent-to-own contract (fixed payments with a power guarantee)
- Contract periods are as short as 5 years

If your electricity bill is R35 000 p.m. or more this solution may be of interest

OFF-GRID SYSTEMS

- Broadreach will design and build an off-grid solution (i.e. a standalone system that operates where there is no grid power), usually consisting of a combination of solar PV, battery and generators
- They agree to provide a daily amount of power and take care of all maintenance, providing a hassle-free solution
- System is financed through a rent-to-own contract (i.e. fixed payments, which cover the agreed daily power)
- Contract periods typically range from 10 years upwards

If you need power where currently none is available, this solution is for you

ENERGY EFFICIENCY

- Broadreach perform energy audits and design an energy efficiency project to reduce your energy consumption to the minimum
- Technologies employed include LED lighting, heat pumps, efficient refrigeration and air-conditioning, waste heat recovery, co-generation, solar hot water and intelligent load management systems
- Maintenance of the solution is included
- Contract period is usually 5 years
- Client pays out of the savings achieved, which are measured and verified

PROPERTY OWNERS / PORTFOLIO

- Broadreach can take a portfolio view on a pipeline of rooftop projects (e.g. if you are a property investor, or an EPC company with multiple clients)
- They finance the solar or efficiency solutions for the portfolio at a flat rate and then share the returns above this, with only a small co-investment required
- This arrangement can be structured as a joint venture, with clients having an equity shareholding in their own portfolio
- They can also share profits with property-owning clients through paying a rooftop rental, increasing the value of property through long-term contracted rental income

RESIDENTIAL COMPLEXES

- Broadreach will finance a full utility (energy and water) solution for complexes and residential estates
- They manage all metering, invoicing and payments
- With heat-pump technology we can offer hot water at a lower rate than traditional geyser systems, passing this benefit onto residents or paying a dividend to the body corporate or complex manager
- They are happy to combine batteries or other energy efficiency solutions to provide energy stability and 'green' points

