

Renewable Energy

Reunert's converged renewables eco-system delivers complete solutions to customers, making it a key market differentiator. We create and implement results driven energy efficiency strategies for our clients, saving them money and driving greater profitability.

<p>Blue Nova Energy Battery storage</p> <p>Helps customers mitigate loadshedding and reduce peak load consumption.</p>	<p>Apollo Africa Wheeled renewables</p> <p>Helps customers reduce electricity spend, hedge against Eskom price increases and decarbonise.</p>	<p>Terra Firma Solutions On-site solar</p> <p>Helps customers maximise their power savings and reduce grid usage and carbon emissions.</p>	<p>CBI-Electric: Energy¹ Load control and automation</p> <p>Helps customers shed, shift and reduce loads to reduce electricity costs and penalties.</p>
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The demand for renewable energy was buoyant due to higher levels of loadshedding and rising energy costs. South African corporates are increasingly seeking to reduce their carbon footprints. The market is competitive with several new entrants, including large international competitors, resulting in margin pressure.

Reunert has entered the electricity wheeling space by acquiring Apollo Africa in 2022. This is a new business opportunity which the right regulatory frameworks will enable.

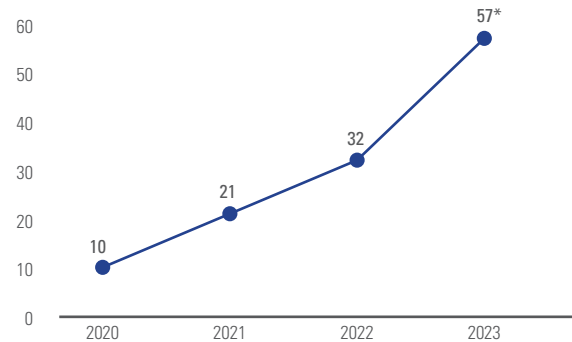
The demand for battery storage, including large-scale storage, is accelerating. Blue Nova Energy enjoyed excellent growth largely driven by increased loadshedding, and the business unit won market share in the industrial sector. Demand for the large containerised Intelligent Energy Storage System (iESS) grew in South Africa and other markets. Blue Nova Energy benefited from operational efficiencies and larger production facilities opened in January 2023.

Terra Firma Solutions, which focuses on medium to large, embedded generation solar photovoltaic projects (500kW to 50MW), had a solid year. Performance was hampered by increased competition for projects, materials and talent in a young industry. The business unit continues to grow and has invested significantly to enable a faster growth in demand.

Terra Firma Solutions build-own-operate assets experienced a weaker performance due to higher loadshedding. These assets have to switch off during loadshedding and the business unit is considering innovations to overcome this challenge. Developing the build-own-operate portfolio remains a priority, offering an attractive, long-term annuity income stream.

Terra Firma Solutions' market potential in South Africa is attractive.

Effective interest in solar assets (BOOs) – (MW)



* Includes plans in operation, work-in-progress and near financial close.

¹ While CBI-Energy is a business unit that falls under the Electrical Engineering Segment, its energy management solution and IoT products are highly complementary to the Renewable Energy Cluster's offerings.