

A Sustainable
Future, Starts
Today.

CIRCA
SOLUTIONS

in



www.circa.solutions



Introduction | A Clear Path Forward

At Circa we help companies slash electricity tariffs, bypass supply disruptions and boost sustainability. All without the need for upfront capital expenditure.

Circa Solutions specialises in crafting private power purchase solutions for commercial, industrial and bulk distribution clients across sub-Saharan Africa. We have worked with both listed and privately held companies within the mining, smelting, mass manufacturing, agriculture and real estate sectors of Southern Africa to source and implement bespoke energy solutions from our network of Energy Service Companies (ESCOs) and world-class renewable energy Independent Power Producers (IPPs) to provide our clients with reliable and cost-effective wheeled or on-site private electricity supply arrangements in the form of pay-as-you-use Power Purchase Agreements (PPAs).

With a reliable private power purchase partner, companies have the opportunity to access all of the benefits of renewables; significantly reduce operational risk, achieve substantial financial cost reduction targets, and measurably boost corporate ESG and decarbonisation, efficiently and economically.



> 576 MWp

Prospective PPA
Projects Sourced
Spanning

135+

Facilities
Within
Sub-Saharan
Africa

What is a PPA?

Power Purchase Agreement

[Learn More](#)

A Power Purchase Agreement (PPA) is a fixed-term contract between an Independent Power Producer (IPP) which generates electricity from wind, solar, hydro or other sources, and a consumer (Off-taker) which buys the generated electricity from the IPP on a kWh basis.

IPPs can generally produce electricity at a much lower cost per kWh by placing their wind or solar power plants in areas where conditions for that particular energy is highly favourable.

The electricity can then be provided directly to the client on-site or injected into the national grid to be supplied to the client's facility, even if the client's facility is in another city, province or even in a neighbouring country (wheeling or cross-border wheeling).



Fixed term electricity supply contract between an IPP (Supplier) and an Off-taker (Consumer).



Contract term is normally 5 to 25 years.



Significantly decreased tariffs.



Access to all the benefits of renewable energy.

Benefits

All the benefits of renewables,
without the up-front cost burden.

Renewable PPAs offer multiple benefits, including price stability, risk reduction and support for sustainability goals. They are a crucial tool in transitioning to renewable energy, providing businesses and organizations with a cost-effective way to reduce their carbon footprint while promoting the development of clean energy infrastructure.



Potentially cut tariffs
by as much as 40%.



Hedge against sporadic and excessive
electricity price increases.



Bypass supply disruptions and
increase operational efficiency.



Significantly de-risk overall operations.



Boost corporate ESG scores
and decarbonisation.



Boost overall company value and
corporate image.

Our Solutions

Bespoke solutions for complex energy needs.

Apply Here

We offer our clients three main avenues to achieve their energy goals. All of our solutions include the strategic use of Battery Energy Storage Systems (BESS) to ensure that supply disruptions are minimised.



Energy “Wheeling”

Off-Site electricity generation, also referred to as "Wheeling" or "Energy Wheeling", refers to the generation of electricity on large-scale wind or solar farms where conditions for that particular type of energy generation is ideal and highly cost-effective.

That electricity is then injected into the national grid and sold on a kWh basis to electricity buyers (off-takers) hundreds or even thousands of kilometers away.



BTM / On-Site PV

Behind The Meter (BTM) or On-Site electricity generation refers to rooftop or ground mounted solar systems which in combination with large Battery Energy Storage Systems can generate, store and supply enough electricity on-property to serve the particular needs of that facility.

Energy used from that system is then metered and billed by the IPP based on the terms of the Power Purchase Agreement.



Hybrid Solutions

Large companies often have several facilities spread across both national and municipal infrastructure. This complicates the supply of electricity as Wheeling solutions require the client's site to be on national supply lines.

At Circa we can combine both Wheeling and On-site solutions to ensure a wholistic approach to your multi-site energy needs.

Our Scope

200 kW to 1GW+

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Energy Wheeling

Energy Wheeling is best suited to bulk energy consumers with a peak load of 5 MW+ such as medium to large mines, smelters, large shopping centres, factories and whole municipalities who receive their energy supply directly from Eskom are ideal clients for this highly cost-effective bulk solution.

Clients with a monthly electricity bill of R1 million or more will likely be eligible for such a solution and may receive PPA rates below R1.10 per kWh, depending on the off-taker's usage profile and other factors.

Scale | Large Scale Clients: 5 MW+

Application | National / Eskom Sites Only

Tariff Range | Lowest

Rate | Dependant On Usage Profile





BTM / On-Site PV

Energy consumers with a monthly electricity bill in excess of R100,000 who fall under municipal supply or are located in remote areas with a peak load of 200 kW+ such as residential developments, factories, shopping centers or rural farms and lodges with high kWh rates are ideal clients for such a tailored medium scale solution.

Some drawbacks include the need for on-site space that may not always be available and a higher cost per kWh, when compared to wheeling, which can be as low as R1.70 per kWh.

Scale | Small to Medium Clients: 200 kW+

Application | National, Municipal & Rural Sites

Tariff Range | Medium

Rate | Dependant On Usage Profile



Hybrid Solutions

Large companies often have several facilities spread across both national / Eskom and municipal infrastructure. This complicates the supply of electricity as Wheeling solutions require the client's site to be on Eskom supply lines and on the Time Of Use (TOU) tariff structure.

At Circa we can combine both Wheeling and On-site solutions to ensure a wholistic approach to your unique energy needs.

Scale | Large Scale Clients: 10 MW+

Application | National & Municipal Sites

Tariff Range | Low to Medium

Rate | Dependant On Usage Profile



Tailored To Your Needs |

Example of a bespoke
Solution for Company "C"

"Moving away from coal isn't just about meeting regulations or chasing trends; it's about turning your company around, boosting efficiency, and building a legacy of responsibility."

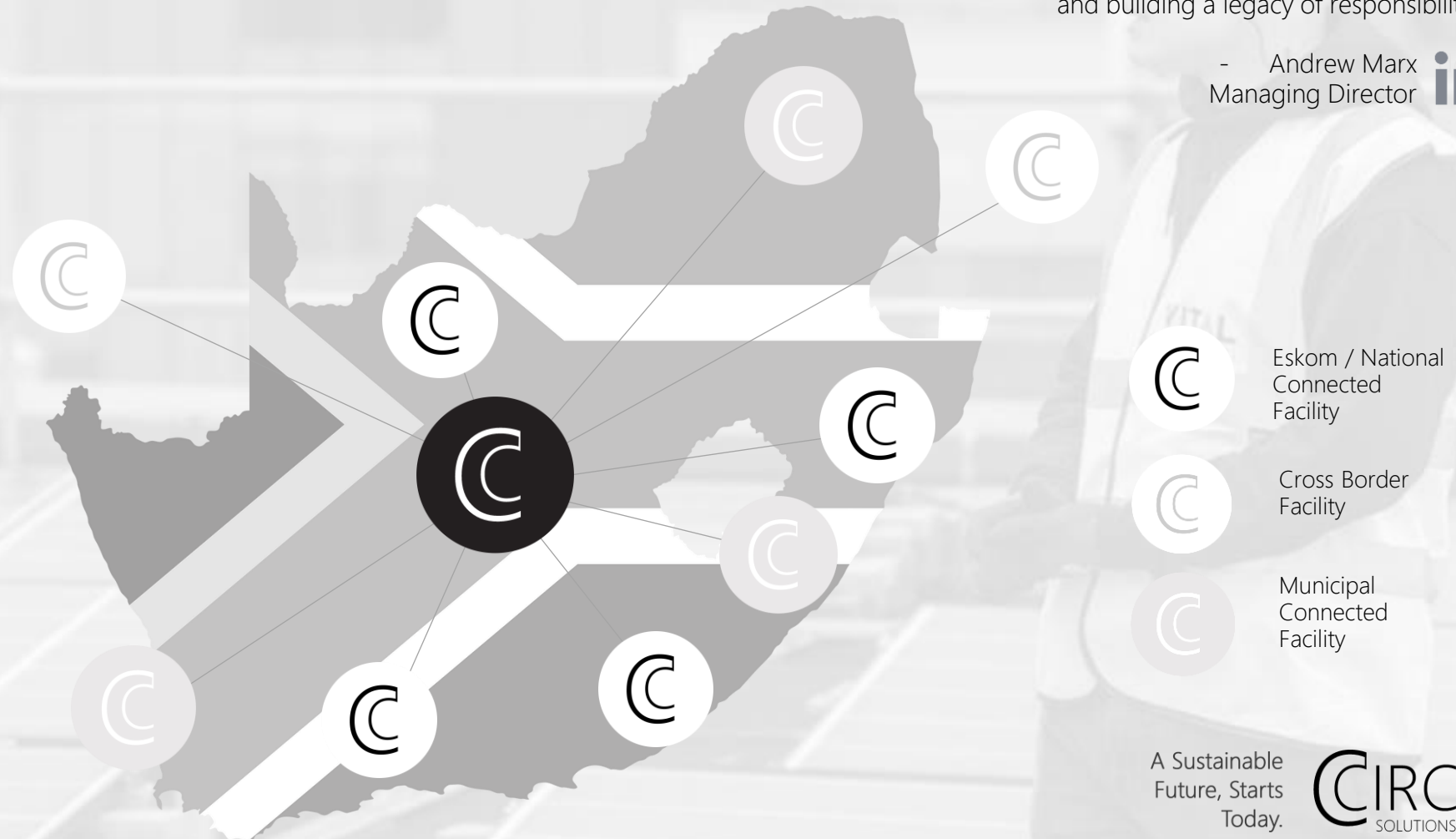
- Andrew Marx 
Managing Director

All of our solutions are tailored to the unique needs of our clients. So whether you are looking for a solutions for a farming business with a single site or if you are a multi-national manufacturer looking to safeguard your company against major operational risk factors across several hundred locations, we are here to help your company achieve it's energy goals.

Efficiently and economically.

Contact Us

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Moving Forward |

Get started on your journey to energy independence.

Finding a reputable IPP that has the necessary technical, geographical, legal and, financial capabilities with the necessary scope to cater to the unique long-term complexities of your company's needs is a critical first step to taking control of your energy mix.

At Circa we offer our clients a uniquely economical and efficient route for them to find competent and trusted IPPs. Our eligibility process is simple, easy and quick. There are no fees or liability involved, just a clear path forward.

Your Sustainable Future, Starts Today.

Get Started

 www.circa.solutions

Our Process



1. Contact us or complete our online eligibility assessment form.



2. We perform a data, scope and needs analysis.



3. Your information is provided to the matching IPP / IPPs, with your permission.



4. The IPPs present their proposals.



5. PPA signing and project commencement.

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Terms and Conditions Apply

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