

**TSG** Group Company

THE  
WAY  
OF THE  
FUTURE







**TSG** Group Company

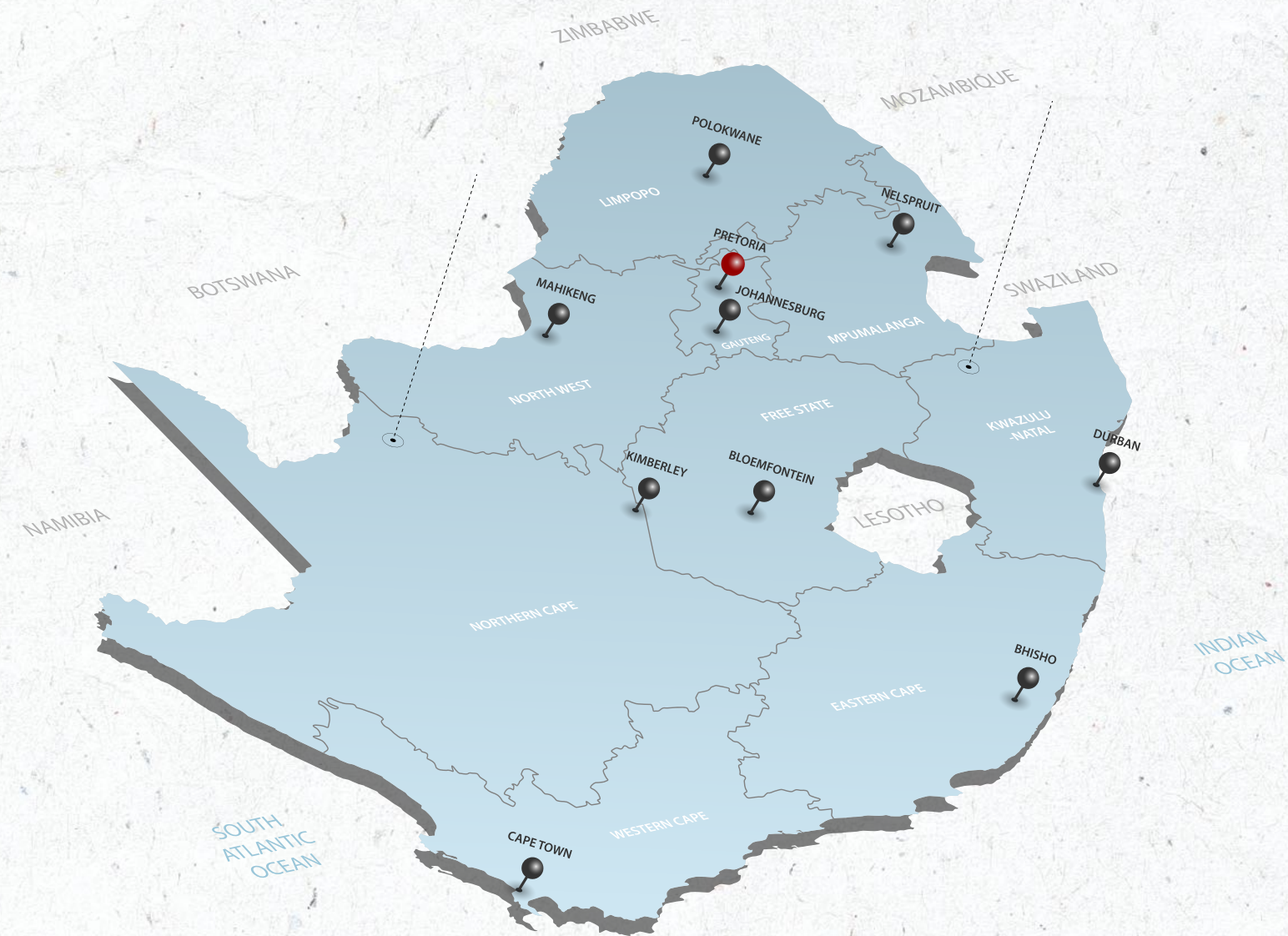
# INTRODUCTION



# ECI: WHO WE ARE



- ESTABLISHED IN 2010
- 15+ YEARS OF EXPERIENCE IN SOUTH-AFRICA
- 50+ CURRENT TEAM HEADCOUNT INCLUDING ELECTRICAL ENGINEERS, MASTER ELECTRICIANS, TECHNICIANS AND PROJECT MANAGERS NATIONWIDE
- ECO-CYCLE INNOVATE IS A DIVISION OF THE TSG GROUP LTD (PTY). TSG IS A MAJORITY SHAREHOLDER OF ECO-CYCLE INNOVATE.
- TSG IS A MARKET LEADER IN BOTH EUROPE & AFRICA, GENERATING 1.3 BILLION EUROS IN ANNUAL SALES.
- BASED IN 30 COUNTRIES WITH DIRECT SALES AND SERVICE
- 300+ MWP: TSG SOLAR PROJECT INSTALLED GLOBALLY
- 50+ MWP: ECI SOLAR PROJECTS INSTALLED SOUTH AFRICA





# ECI VALUE PROPOSITION

## WHY SOLAR?

### ECONOMIC & SUSTAINABLE VALUE

1. FINANCIAL COST SAVINGS ✓
2. SHORT PAYBACK PERIODS ✓
3. STABLE ENERGY SUPPLY ✓
4. PARTIAL AUTONOMY ✓
5. FUTURE PROOFING YOUR BUSINESS ✓
6. CLEAN GREEN ENERGY ✓
7. REDUCTION OF CO2 EMISSIONS ✓
8. INCREASE OF REAL ESTATE ASSETS VALUE ✓





# ECI: WHAT WE DO

## MARKET



RESIDENTIAL &  
SMALL OFFICE  
1-50KWP



COMMERCIAL &  
INDUSTRIAL  
50KWP -5MWP



UTILITY SCALE  
>MAP

## POSITIONING

PV FOR SELF  
CONSUMPTION

Carports (parking)

Canopys

Rooftops

Small Ground Mounted for  
C&I (1-5 MWp)

## BASE SERVICES

### DESIGN

- AUDIT
- DESIGN

### GW, ELECTRICAL WORKS, STRUCTURAL WORKS

- CONSTRUCTION
- INTEGRATION

### MAINTENANCE

- PREVENTATIVE/CURATIVE

## COMPLIMENTARY SERVICES

- PERMITTING & DNO CONNECTION
- BATTERY STORAGE/EMS
- EV CHARGERS
- TRANSFORMERS





**Thunusha Lottan**  
FINANCE - BCOM (HONS)



**Michael Calamas**  
CO-FOUNDER  
MANAGING DIRECTOR - MBA



**Garth Oertel**  
CO-FOUNDER  
CHIEF OPERATING OFFICER



**Terrisha Jainarain**  
FINANCE - BCOM (HONS)



**Wade Augustus**  
TECHNICAL SALES MANAGER



**Keagan Verwey**  
SALES MANAGER



**Raquel Mariano**  
GROUP SUSTAINABILITY MANAGER - LLB



**Amy Subramoney**  
GROUP ADMINISTRATOR  
BCOM (HONS) I/O PSYCHOLOGY



**Bazil Sarafidis**  
PROJECT MANAGER (EE)



**Jonathan Ralph**  
OPERATIONS MANAGER



**Niyaz Lewin**  
OPERATIONS MANAGER  
WESTERN CAPE



**George Ward**  
INSTALLATION MANAGER (IE)

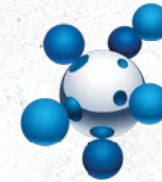


**Christo Ward**  
INSTALLATION MANAGER (ELEC)

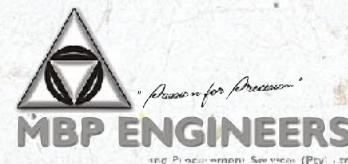
# ECI: THE TEAM



# ECI'S TRUSTING CUSTOMERS



Stainless  
Precision  
Engineering





# ECI'S REFERENCES



**KARAN BEEF**  
300KW SOLAR PV SYSTEM  
COMMISSIONING DATE: MARCH 2022  
ZANDER SWART  
OPERATIONS MANAGER



**CORRUSEAL GROUP**  
1.2MW SOLAR PV SYSTEM  
COMMISSIONING DATE: JULY 2021  
BHAVANISHA REDDY  
GROUP SUSTAINABILITY ENGINEER



**KK SHELVING**  
1.4MW SOLAR PV SYSTEM  
COMMISSION DATE: NOVEMBER 2023  
QUINTIN COETSEE  
OPERATIONS DIRECTOR



**RIDGEWAY SHOPPING CENTRE & SUPER SPAR**  
240KW SOLAR PV SYSTEM  
COMMISSIONING DATE: AUGUST 2021  
LUIS DE FREITAS  
SHOPPING CENTRE, & SPAR OWNER



**STAINLESS PRECISION ENGINEERING**  
1.2MW SOLAR PV SYSTEM  
COMMISSIONING DATE: NOVEMBER 2021  
DEAN FINDLAY  
MANAGING DIRECTOR



**LEMON TREE SHOPPING CENTRE**  
900KW SOLAR PV SYSTEM  
COMMISSIONING DATE: SEPTEMBER 2022  
HENDRIK JANSEN  
SHOPPING CENTRE OWNER



# ACCREDITATIONS & PARTNERSHIPS





# YOUR ECI JOURNEY



01

## INTRODUCTION & SITE AUDIT

KYC • Site Audit Questionnaire  
12 Month Utility Bills & Metering



02

## PRESENT INDICATIVE OFFER

High Level Financial Model & Design



03

## CONSENT TO ENGINEER & DESIGN

Civil Structure Assessment • SLD • Metering Electrical  
Design • Project Plan



04

## PRESENTATION OF DETAILED

### FINAL OFFER

Sign-Off Quote & SLA



08

## EXPERIENCE SUSTAINABLE SAVINGS



07

## O&M

Monitor • Technical Call Out • Connection  
Thermal Checks • Cleaning Service • Prevent &  
Correct Maintenance



06

## INSTALL & COMMISSION

Cabling • Electrical Configuration  
Solar Mounting • Inverter & Battery  
Placement • Commission COC



05

## PROCURE & INSTALLATION

Project Start • Procure Hardware  
HSEQ Prep • Site Prep • Project Plan  
SSEG Application



ECI ONLY USE TIER 1  
TECHNOLOGY

GLOBALLY GRADED & LISTED ON  
BLOOMBERG

PERFORMANCE  
WARRANTIES ON ALL  
HARDWARE

25YRS ON PANELS / 5YRS ON  
INVERTERS (OPTION FOR 10YR/  
20YR)

ADVANCED  
MONITORING &  
REPORTING  
APPLICATION

ENERGY & ENVIRONMENTAL  
REPORTING

APPROVED  
EPC VENDOR  
WITH ALL MAJOR  
BANKS

FNB  
STANDARD BANK  
NEDBANK  
ABSA  
OTHER

FULL SERVICE &  
MAINTENANCE  
SOLUTION PROVIDED

ALL CIVIL  
ENGINEERING & ROOF  
REINFORCEMENT  
WORKS AVAILABLE

ALL HARDWARE HAVE  
ADVANCED GLOBAL  
SAFETY STANDARDS

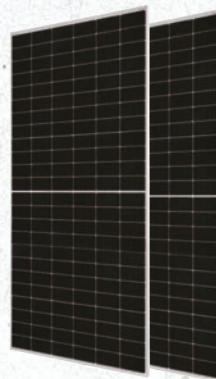
UTILITY BILL AUDIT &  
VERIFICATION SERVICE  
INCLUDED



# PRODUCTS



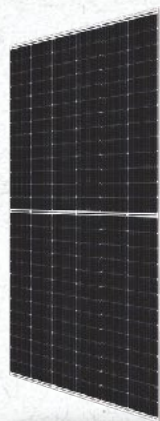
JA SOLAR



THE TALLMAX<sup>TM</sup>  
FRAMED 144 LAYOUT MODULE



CanadianSolar



HUAWEI



freedom won



MEGAREVO



LithiumValley  
technology



AIESS





# O&M / PROJECT MANAGEMENT TOOLS



monday.com a product management tool, connects product development teams through facilitating real-time collaboration. monday devs helps you plan and manage product releases according to your product strategy and client needs. It also functions as the main point of contact for all of your teams, ensuring that everyone is on the same page.



FusionSolar is the control system for Huawei Solar PV systems, providing one single app to manage all elements of the **solar PV system** in a home or business.

The FusionSolar Smart PV Management System displays the current and historic operation status of solar PV systems in an easy-to-understand manner and allows owners to control their devices remotely.

Fully Hardware Integrated with Huawei SUN2000 Inverters and Solar Panel Optimisers, and Luna Battery Storage Systems.

Cloud-connected to control your home from anywhere.

Real-time and historic data monitoring of system performance and output.

Full control of battery charging and energy management systems.

Web portal and mobile app systems



A well-implemented enterprise asset management system (EAMS) holds significant benefits for any organisation. It provides an integrated system to track and manage assets, resources and materials. Supported by cross-disciplinary business processes such as planning and scheduling, warehouse management and asset register administration, your EAMS should equip you to make the informed decisions in time.

Designed based on solid engineering principles for asset owners, On Key is implemented only by Pragma-accredited asset management specialists. By implementing the system with the appropriate business processes in mind, On Key clients can expect to get the maximum value.



ECI provide high end cleaning services using the latest German cleaning technologies and equipment to ensure our customer solar plants are performing at the expected levels.





# ECI & TSG: QHSE

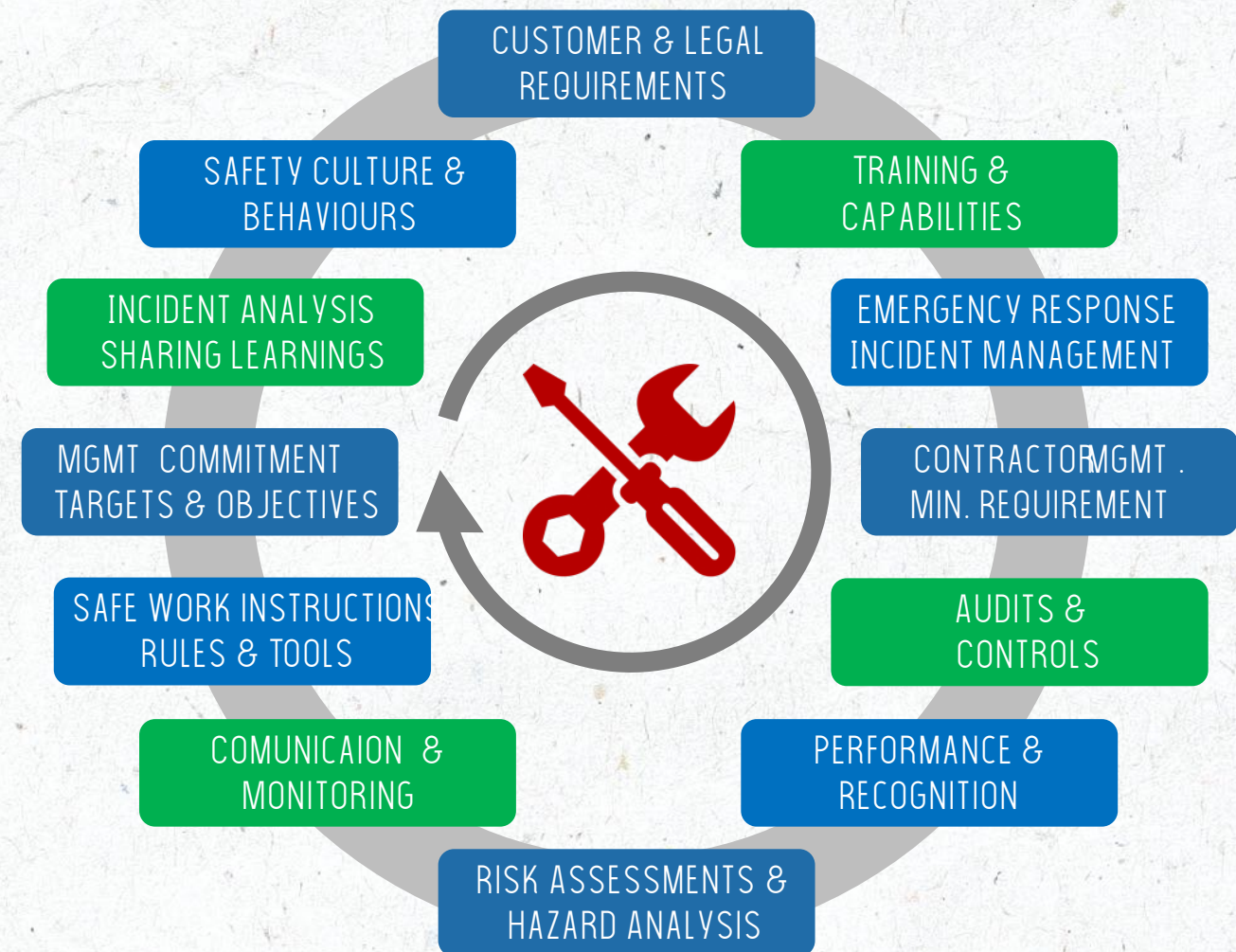
## QHSE MANAGEMENT SYSTEM

AS WE CARE ABOUT OUR PEOPLE AND STAKEHOLDERS, HEALTH, SAFETY AND ENVIRONMENT (HSE) IS A FUNDAMENTAL PART OF OUR BUSINESS;

- WE USE A COMMON SET OF RULES, GUIDELINES AND REPORTING TOOLS TO HELP ENSURE A HIGH LEVEL OF PROFESSIONALISM AND ADHERENCE TO BOTH LOCAL AND GLOBAL STANDARDS
- MANAGEMENT TEAMS, AT ALL LEVELS THROUGHOUT THE ORGANISATION, ARE DIRECTLY INVOLVED IN THE DEVELOPMENT OF HSE OBJECTIVES AT AN INDIVIDUAL AND ORGANISATIONAL LEVEL
- WE GUARANTEE SAFE WORKING CONDITIONS FOR ALL EMPLOYEES, CONTRACTORS, CUSTOMERS AND THEIR END USERS'
- WE RESPECT LOCAL LEGISLATIONS AND CUSTOMER REQUIREMENTS AND WE DO WHAT IS REASONABLY PRACTICABLE TO REDUCE OUR IMPACT ON THE ENVIRONMENT.
- THE ULTIMATE GOAL OF TSG IN HSE IS TO TEND TO ZERO ACCIDENT AND TO BE RECOGNIZED AS AN INDUSTRY LEADER IN HSE

WORKING TOWARDS A SAFER, MORE SECURE ENVIRONMENT

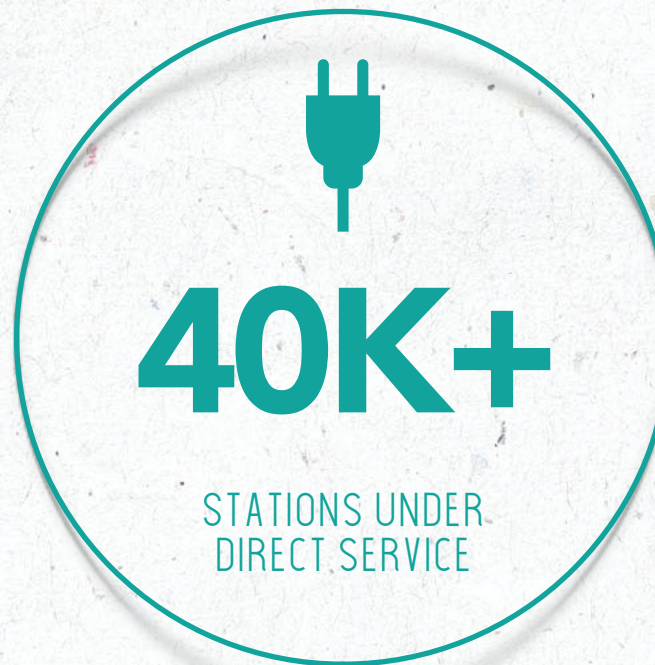
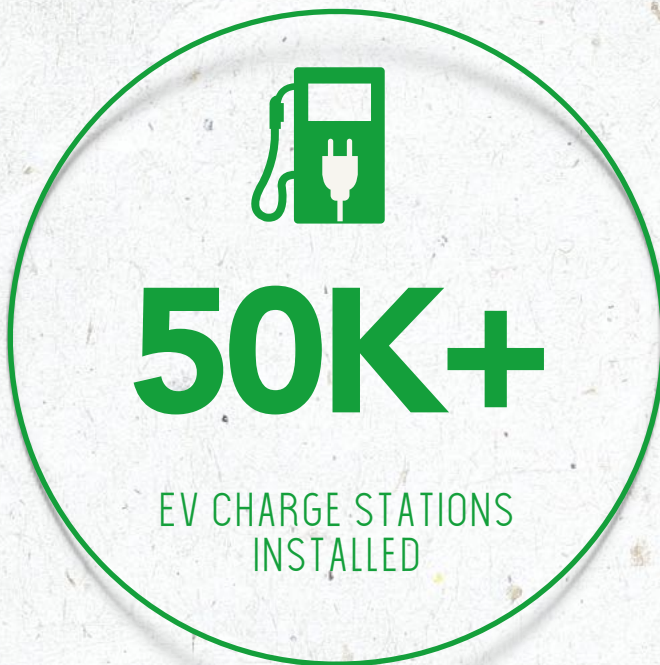
### THE 12 ELEMENTS



- 1) GET THE BASICS RIGHT 
- 2) MAKE A DIFFERENCE 
- 3) SAFETY CULTURE 



# TSG: FACTS & FIGURES





# CSR & ENVIRONMENTAL



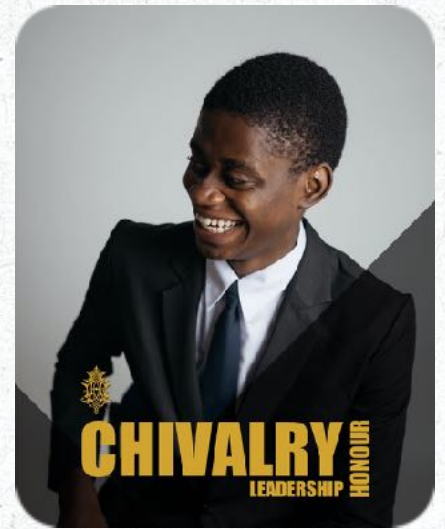
THE MEN AND LADIES OF  
**HONOR**  
WORLD CHANGERS FOR CHRIST

## The Men & Ladies of Honour Program (CSR)

We believe in South Africa our purpose & vision is to see a better South Africa for all & we aim to be part of the solution!

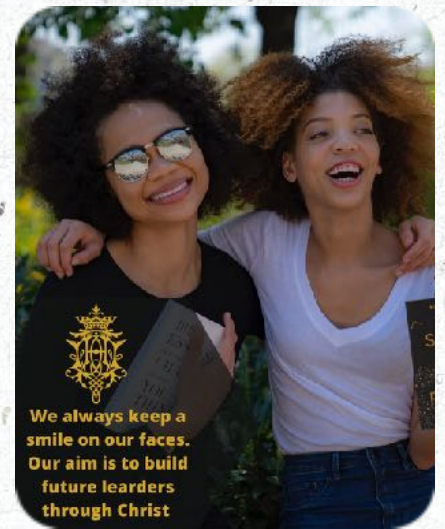
The South African youth unemployment rate is over 50%, this is a scary notion for the future of our country.

EEGs cause is to eradicate that percentage through a well-designed International (USA) Youth Education Program called Men & Ladies of Honour (M&LOH).



### Gentleman's Program Curriculum

- Chivalry
- Honor
- Integrity & Honesty
- Courageous Leadership
- Family Values
- Perseverance
- Responsibility & Accountability
- Moral Excellence
- Respect & Manners
- And Much More



### Ladies Program Curriculum

- Healthy Self Identity
- Self-Worth
- Moral Behaviour
- Compassion & Confidence
- Etiquette
- Faithfulness and Diligence
- Generosity
- Honesty
- Responsibility & Accountability
- And Much More

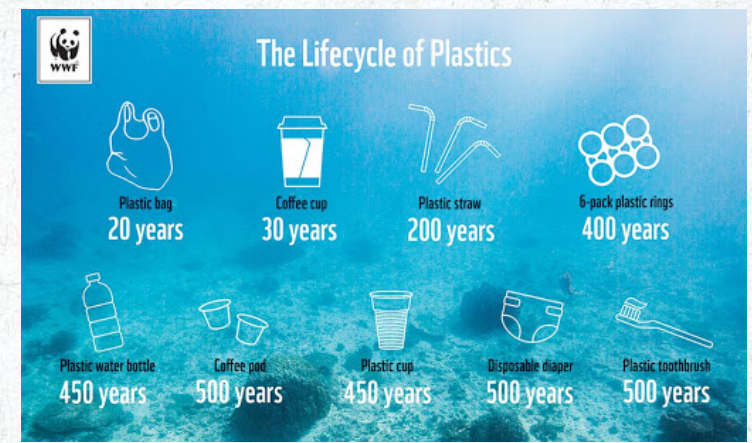
2-Year/9-Book Program taught weekly.

ECI financially support M&LOH & University Opportunities.



ECI are proud to be a Green Network Partner of the WWF

We financially support local environmental projects throughout South Africa



TSG Group Company



# CUSTOMER SATISFACTION SURVEY RESULTS

96%

OF OUR CLIENTS WERE  
MORE THAN SATISFIED  
WITH ECI  
PARTNERSHIP

100%

OF OUR CLIENTS WERE VERY  
SATISFIED WITH THE QUALITY  
OF WORKMANSHIP AND  
INSTALLATION  
METHODS

92%

OF OUR CLIENTS WERE  
SATISFIED WITH OUR  
COMMUNICATION &  
PROFESSIONALISM

96%

OF OUR CLIENTS WERE  
SATISFIED WITH THE  
KNOWLEDGE  
& EXPERTISE OF OUR  
TEAM

96%

OF OUR CLIENTS WOULD  
RECOMMEND US

91%

OF SOLAR PRODUCTION &  
ROI ACHIEVED

THIS CUSTOMER SATISFACTION  
SURVEY RESULTS AUDITED &  
VERIFIED BY:





# TESTIMONIALS



**KARAN BEEF  
PROPRIETARY LIMITED**  
Reg. No. 1998/006623/07

Website: <http://www.karanbeef.com>  
E-mail: [info@karanbeef.com](mailto:info@karanbeef.com)



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South Africa  
Tel: +27 (0)11 995 5000  
Fax: +27 (0)86 559 4740

**ABATTOIR**  
c/o Mury and Romyn Street  
P.O. Box 315, Balfour 2410  
South Africa  
Tel: +27 (0)17 773 4000  
Fax: +27 (0)86 559 4740

26 March 2024

Tho whom it may concern:

I had the pleasure of dealing with Michael Calamas and his team from Eco-Cycle Group when they installed a 300kw grid-tied system at our City Deep facility.

We interviewed more than 10 companies when we were considering the solar plant. Everyone had more or less the same approach and sales pitch. But we felt that Eco-Cycle Group stood out for their attention to detail and commitment to understanding our specific needs. From the initial consultation to the final installation, Michael and his team demonstrated professionalism and expertise that surpassed our expectations.

We have been living with our plant for a little over a year now and our actual return is outperforming our forecast. Furthermore, we have not experienced any downtime or breakdowns on the plant. All in all, this was definitely a worth while investment.

Kind Regards,

Zander Swart  
Operations Manager  
Karan Beef-City Deep

P.O. Box 43054  
Industria  
2042  
South Africa  
Tel: +27 11 674 - 5046  
E-Mail: [dean@spe-sa.com](mailto:dean@spe-sa.com)



## STAINLESS PRECISION ENGINEERING (PTY) LTD

2005/007329/07

26<sup>th</sup> February 2024

To: Eco-Cycle Group  
Attention: Mr. Michael Calamas

**Re: 1.2MW Solar System**

Dear Michael

I wish to express my thanks to you and your team with regards to the ongoing exceptional service and attention that SPE is receiving a few years post the installation of the 1.2MW Solar System.

As you are aware I was hesitant in investing in the system due to the capital outlay, but can confirm that we most certainly made the correct decision when partnering with your organization.

Our monthly utility payments to the service providers have decreased in line with your projections and when load shedding was at its peak our diesel usage was reduced by approximately 40% when running the standby generators.

In today's day and age it is quite challenging to find reliable and honest suppliers, thanks you for being that rare commodity.

I wish you all the best for the future.

Yours Sincerely

Dean Findlay  
CEO



011 907 9085  
[manager@lemontreemail.co.za](mailto:manager@lemontreemail.co.za)  
[www.lemontreemail.co.za](http://www.lemontreemail.co.za)  
Cnr Heidelberg & Swartkoppies Road  
New Market, Alberton

**REFRESHING.  
CONVENIENT.  
EXCITING**

To whom it may concern,

### Testimonial

This letter serves to confirm that Eco-Cycle Group installed a 900kw grid-tied solar system at the Lemon Tree shopping Centre in 2022. I found them to be professional and trustworthy throughout the process.

Kind regards,

HJ Jansen  
Director  
27/2/2024

Subject: Testimonial  
Date: 15<sup>th</sup> of May 2024

**SANROSE AUTOBODY**  
FACTORY APPROVED REPAIR CENTRE

To whom it may concern:

I had the pleasure of dealing with team from ECI when they installed a 140kw grid-tied system with generator integration at our Vehicle Repair Centre.

Their attention to detail, commitment and understanding of our specific needs was invaluable in successfully implementing the solution. From the initial consultation to the final installation, ECI demonstrated professionalism and expertise that surpassed our expectations.

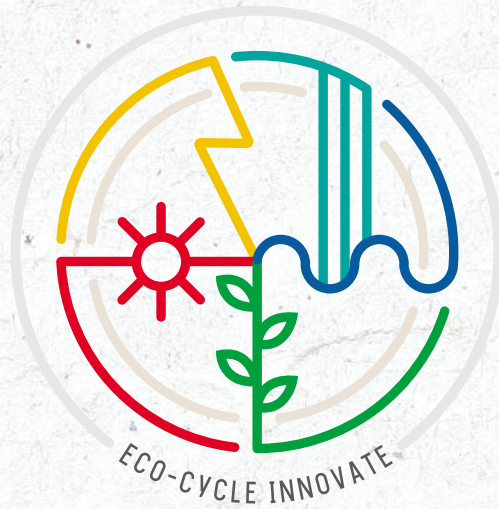
We have been running our system for a little over 5 months. The system has been functioning seamlessly and the after service from ECI has been exceptional. Furthermore, the systems performance has been in line with what was projected in the initial proposition.

Overall, working with ECI has been a stellar experience.

Kind Regards,

**Andy Artemi**  
Sanrose Motors & Panelbeaters (Pty) Ltd  
79 Capital Hill, Le Roux Avenue, Midrand, Johannesburg  
011 805 1501





**TSG** Group Company

THANK YOU FOR YOUR TIME



EARTH



LIGHT



SOLAR



AIR



WATER

[www.eco-cyclegroup.com](http://www.eco-cyclegroup.com)