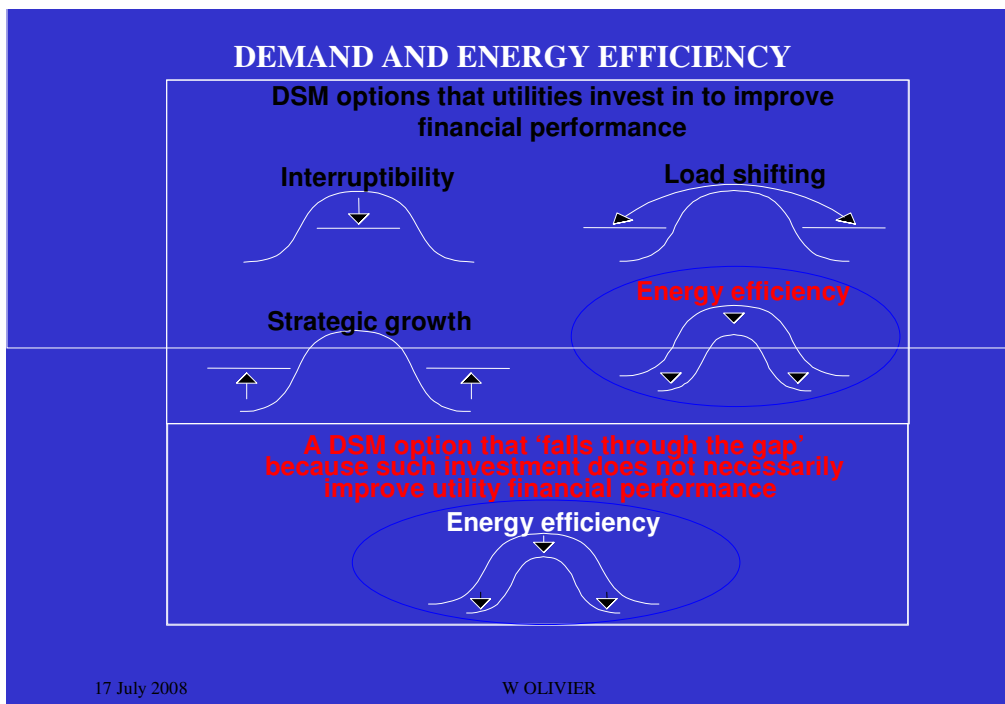




**DME TARGETS – BASED ON 10% OVERALL MAX DEMAND AND ENERGY SAVING:**

- Industrial – 12.5%
- Commercial (general) – 18.75%
- Hotels, resorts, shopping malls & conference centres – 25%
- Large office buildings + government, municipal & electricity utility offices – 18.75%
- Agriculture – 6.25%
- Residential – 12.5%
- Special cases – no initial savings target
  - e.g. hospitals, clinics, traffic lights, 2010 projects, Eskom build, Eskom supply collieries

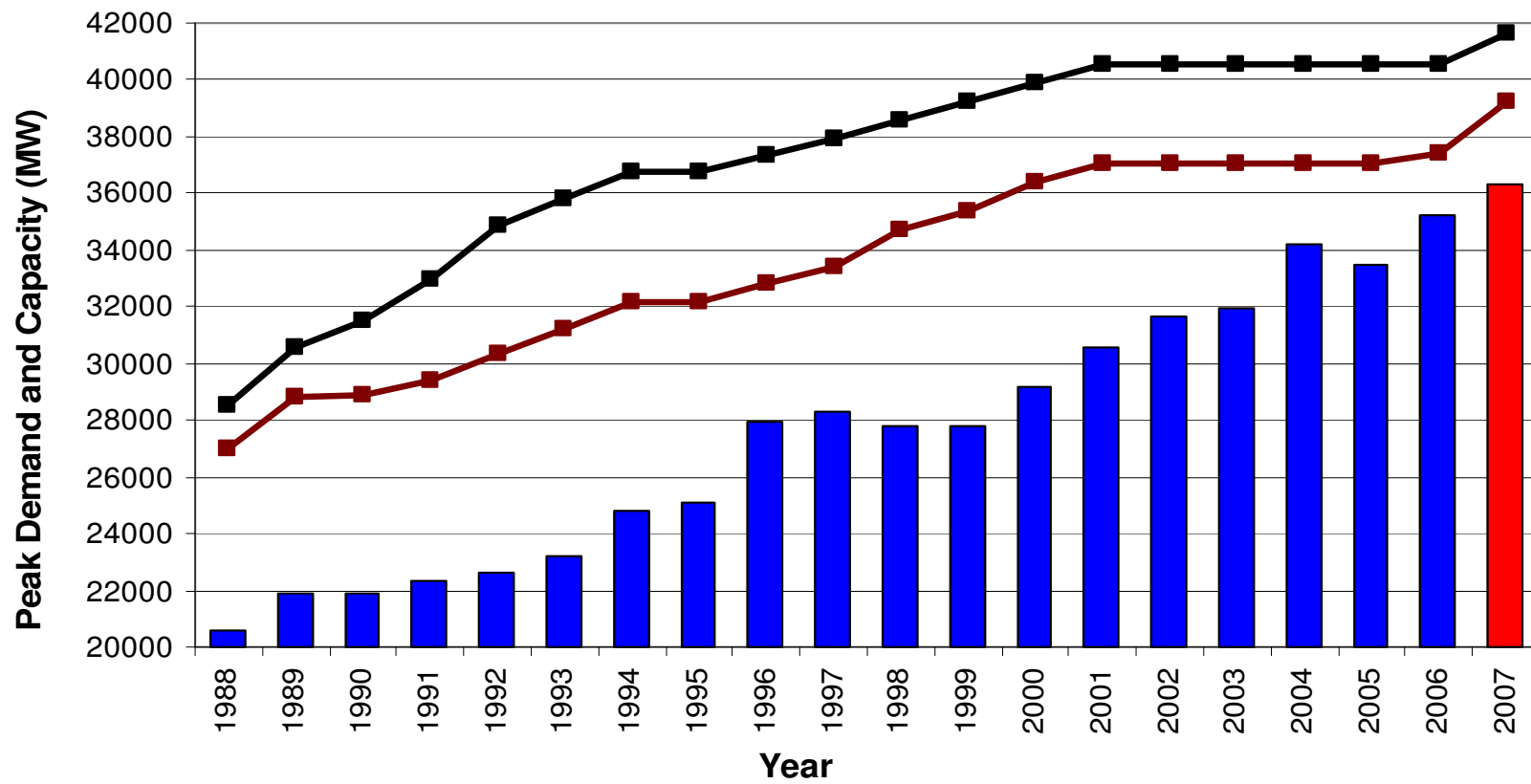


## POLOKWANE CUSTOMERS PROFILE

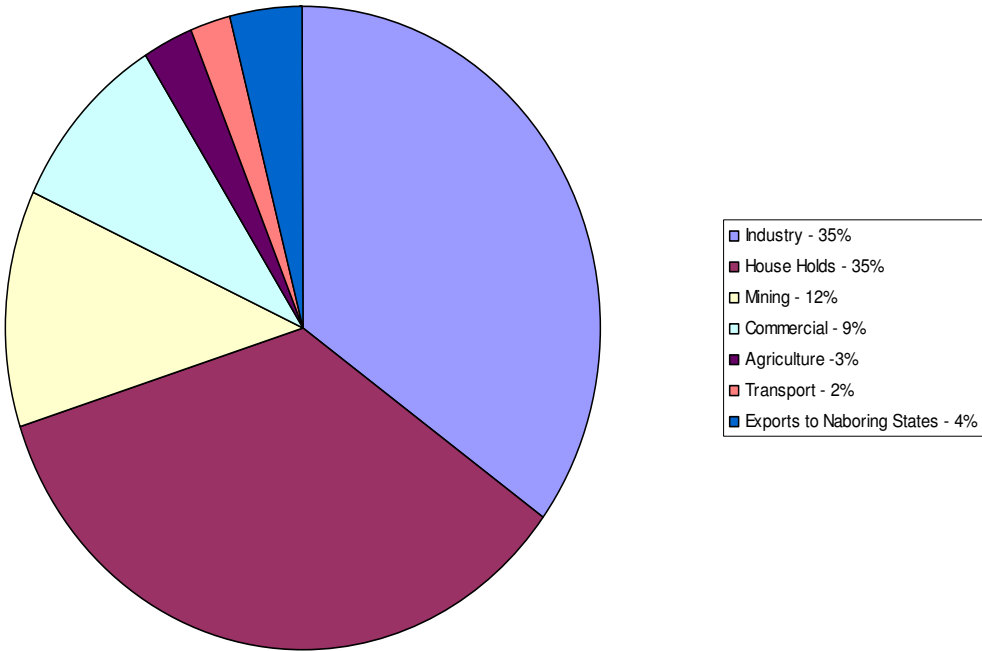
Category	Number of customers	Sales MWh	% of total
Residential	45 000	248 500	45
Industrial	770	236 000	42,7
Commercial	2 900	47 000	8,5
Municipal	1	21 200	3,8
		552 700	100

Polokwane Large Customers	% Income	% MWh CONSUMPTION
30 Largest customers	37,4	21,6
50 Largest customers	43,8	26,8
100 Largest customers	55,0	31,0
Residential Customers	35,0	45,0
<i>Streetlights</i>		0,19
Traffic Lights		0,000017

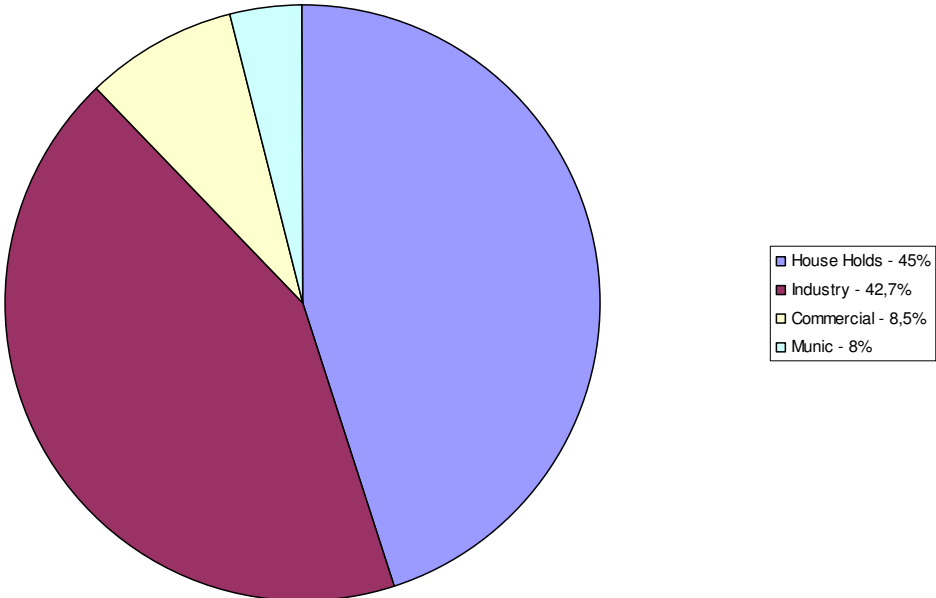




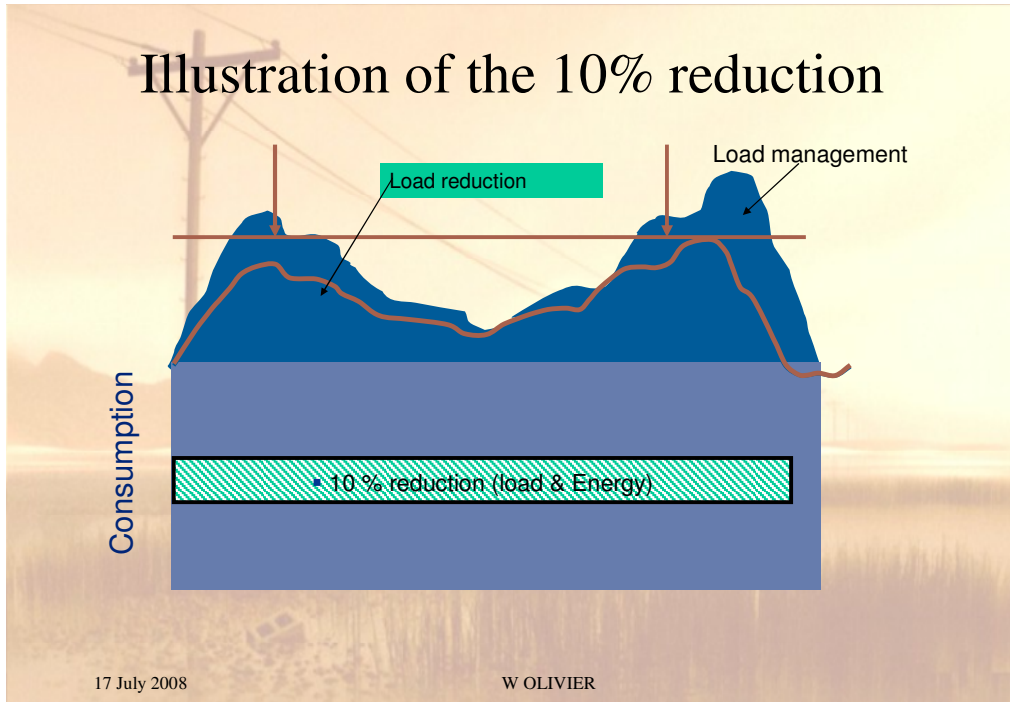
**S.A. PEAKTIME ELECTRICITY**



**Polokwane Profile**

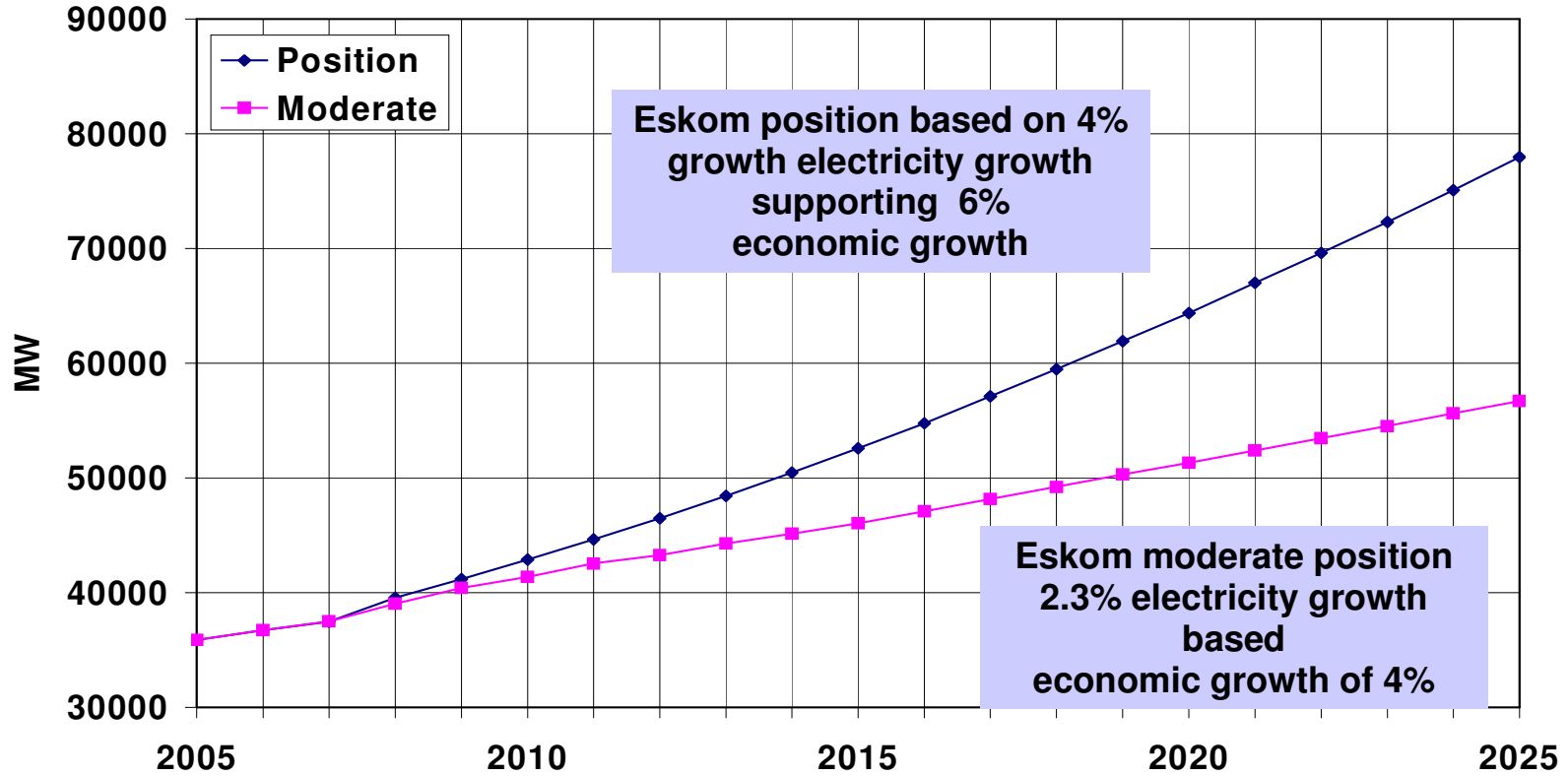


**ILLUSTRATION OF THE 10% REDUCTION**



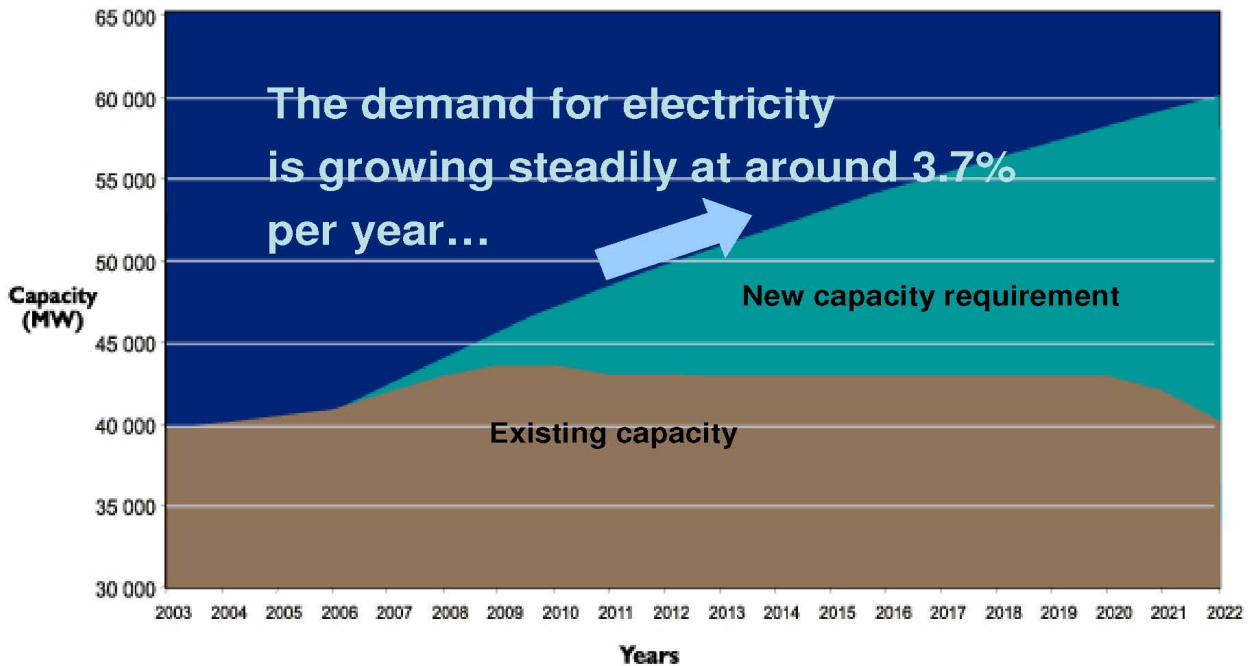
**CAPACITY EXPANSION - DRIVEN BY LONG TERM DEMAND FORECAST**

**Long term forecasts - national + foreign**





## 1) Lack of supply capacity.



## **CHALLENGES FOR THE FUTURE**

- REDUCE MVA
- REDUCE Kwh CONSUMPTION (UNITS)
- Become Energy efficient
- Stay in Business
- Plan to save Electricity
- What can I / We do to make a difference ?

## **CHALLENGES FOR THE FUTURE**

- DME – New Regulations / New Power Stations
- ESKOM – Tariffs / Goal / Vacancies / Maint.
- NERSA – Tariff Approval / Regulator
- POLOKWANE BUSINESS ENERGY SAVING FORUM =>10% MVA & KWh
- ? => Outcome of Future for all of Us

**OUR COMPETITIVE ADVANTAGE WILL CONTINUE INTO THE FUTURE**

