

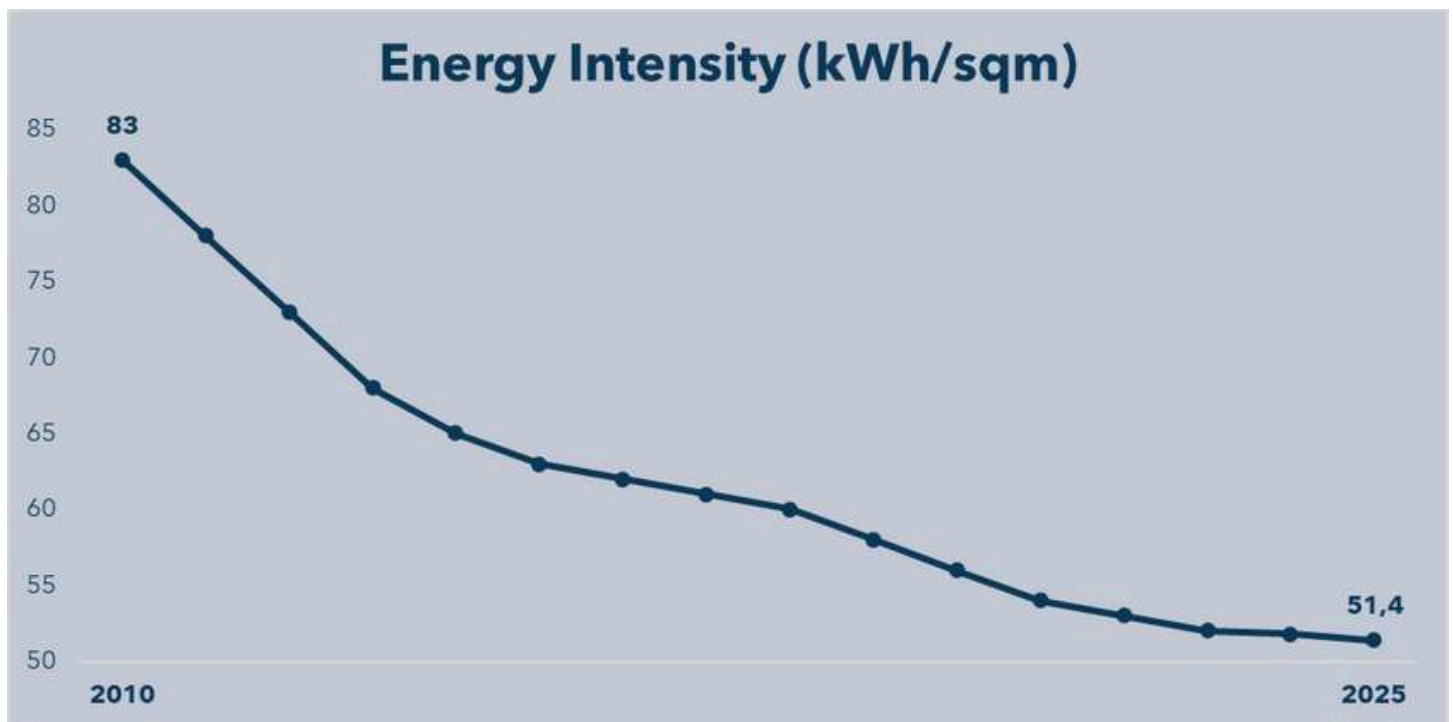


## PICK N PAY'S JOURNEY TO SMARTER SUSTAINABILITY

304 stores nationwide | 2010 - present

ENERGY PARTNERS POWERS MEASURABLE SUSTAINABILITY

**39% total reduction** in energy intensity



**Outcome:** Pick n Pay uses less energy than what they did when the programme started, even though they've doubled their number of stores.



## OUR 4-PRONGED APPROACH TO REDUCE ENERGY EXPENSE AND USAGE

### 1. Billing and cost focus

- Ensuring that **billed expenses are accurate** and at the **optimal rate** by **metering, capturing** billed costs and consumption, **validating** the variances and ensuring **optimised annual tariff structures**.
- **14% less total energy** used since 2010.
- **100+ tariff optimisation projects identified** and prioritised.

### 2. Behaviour

- Implementation of **lean energy use** through **measuring metered applications, analysing waste** and **saving opportunities, reporting insights** to site managers and equipping them with **actionable insights**.
- **Reduced behavioural energy waste** from 10% to 1% through targeted engagement programmes.
- Fostered a **culture of energy accountability** through delivering **real-time insights**.
- Built internal capacity for energy awareness, operational efficiency, and **ESG alignment**.
- **Training** for utility teams, store managers and general managers.
- Ongoing support to **mitigate load shedding, water and infrastructure risks**.
- **Visibility and control** improved through monitoring of 1,500+ utility meters.

### 3. Technology

- Continuously identifying and investigating the **latest technologies** and **energy intervention options** available.
- Analysing models to **determine profitability, payback, savings impact** and **ease of implementation**.
- Tracking trends on a **central database** leveraging BI tools to **update site technology** and **validating project savings through M&V**.
- Pilot initiatives delivered significant savings, including **37% energy reduction** at Tokai store and **10% refrigeration savings** at Durban Hyper.
- **BESS system** installed at Redruth store to curtail energy consumption, achieving a **47% peak period energy reduction**.
- Supported Pick n Pay with **energy investment evaluation** models (own capital, PPA, shared savings).

### 4. Generation

- Sourcing **alternative energy** supplies at **cheaper rates**.
- Solar PPA installations at 9 sites:
  - PnP Christians Village
  - PnP Table View
  - PnP Zevenview
  - PnP Eersterivier
  - PnP Eastport
  - PnP The Falls
  - PnP Rosmead
  - PnP Hurlingham
  - PnP Faerie Glen

"Over time, we expanded to technology, automation, and ultimately sustainability with renewable energy initiatives."

- Senior Manager, Utilities

Mila Vicquery



Maxine Botha



Johan Durand



Ruhan Theunissen



Charles Nel



Nicolette van Niekerk

