WEBINAR
”The Sun.......in South Africa”

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LESSONS LEARNT FROM
SOLTRAIN SUCCESS
REMEMBER-

Global Final Energy %

- Thermal: 50%
- Transport: 30%
- Electric: 20%
SOLTRAIN OUTCOMES

• SOLTRAIN since May 2009, extended repeatedly

• SOLTRAIN overachieves targets, despite COVID

• SOLTRAIN wins respected international awards

• SOLTRAIN must do something right - what?
KEY LESSONS LEARNT:

• 1. Built on experience of intl. SWH leaders

• 2. Multi-dimensional approach

• 3. Performance focus

• 4. Leadership culture
1. BUILT ON EXPERIENCE OF AUSTRIA, SWH LEADER

- Austria grass-roots SWH movement post 1978
- AT becomes a world leader of pro capita SWH area
- AT has 1/15 of SA land area and population
- Vienna receives 53% of the solar radiation of Jhb

- Quantity sun source is not the driving factor
2. MULTIDIMENSIONAL APPROACH
### SWH potential of South African Government Buildings

<table>
<thead>
<tr>
<th>Buildings</th>
<th>(m²)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orphanages</td>
<td>963 000</td>
</tr>
<tr>
<td>Prisons</td>
<td>727 800</td>
</tr>
<tr>
<td>Tourism facilities</td>
<td>610 000</td>
</tr>
<tr>
<td>Govt Hospitals</td>
<td>321 000</td>
</tr>
<tr>
<td>Olds Age Homes</td>
<td>268 000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2 889 800</strong></td>
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</tbody>
</table>
Marlboro installation by Eskom rebate scheme
3. PERFORMANCE FOCUS

• Project performance, not political promises

• Measuring existing systems - local industry buy-in

• Quantitively measuring achievement of targets

• Qualitatively assessing the direction towards goals
4. LEADERSHIP CULTURE

• Independent from industry, sponsors & vested interests

• “Been there” advantage

• Balanced long term perspective, maintenance culture

• Respected track record

• Acting on feedback
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THANK YOU