

ESKOM'S PRICES FOR PRODUCTS AND SERVICES

1997

AVERAGE PRICE INCREASE vs CPI



OPD/TB/1997



ESKOM

THE PRICING COMPACT

Eskom's tariffs are increased annually. This usually takes place from 1 January each year. The tariff increases differ each year as can be seen from the table below, where the tariff increases for the past eleven years have been listed.

YEAR	TARIFF INCREASE	INFLATION RATE
Jan 1987	12%	16,10%
Jan 1988	10%	12,80%
Jan 1989	10%	14,70%
Jan 1990	14%	14,40%
Jan 1991	8%	15,30%
Jan 1992	9%	14,00%
Jan 1993	8%	9,70%
Jan 1994	7%	9,00%
Jan 1995	4%	8,70%
Jan 1996	4%	8,00%
Jan 1997	5%	8,50%

In 1991 Eskom made a compact to reduce the real price of electricity by 20% for the period 1992 to 1996. In 1994 a second RDP compact was made in which the company committed to a further 15% reduction in the real price of electricity for the period 1995 to 2000.

Eskom's announced price increase for 1997 is again below inflation rate at an average of 5% against an anticipated inflation rate of 8,5%.

Inflation figures have had a sharp decline since 1994 thus putting some constraints on Eskom's ability to meet the compact. Current projections are that if inflation averages 9% Eskom will meet the compacts with a comfortable margin to spare.

ESKOM PRICE INCREASE COMPARED TO CPI



Eskom's Products and Services - 1997

ESKOM ANNOUNCES 5% INCREASE FOR 1997



Chairman for the Electricity Council, Dr John Maree.

Chairman of the Electricity Council, Dr John Maree announced that the average price of electricity supplied by Eskom will rise by 5% from 1 January 1997. Eskom has also announced changes to the tariff structure for both small and large power consumers. As a result of the changes in the tariff structure, the impact of the increase to customers can be different from the 5% announced. Individual customers could experience an increase between 3% and 9,05%, depending on their individual circumstances.

"We estimate that the consumer price index will average approximately 8,5% in 1997, so our 5% increase will give our customers a price reduction in real terms of 3,5% for the year. Recognising the considerable uncertainty that exists within the electricity supply industry, however, a further price adjustment may be considered in 1997, if a new financial framework so requires."

"Eskom has consistently reduced the real price of electricity over the past ten years. The real price of electricity is today 68% of the price in 1986 and Eskom has committed to further reduce the real price by 15% between 1995 and the year 2000."

Chairman for the Electricity Council, Dr John Maree.



Eskom's Chief Executive Mr Allen Morgan.

"Eskom is determined to become the world's lowest cost producer of electricity for growth and prosperity. This will result in significant benefits to the South African economy and make electricity more affordable to a large number of people. The real electricity price reductions achieved to date and forecasted for the future will provide a major boost to the international competitiveness of South African companies."

Eskom's Chief Executive, Mr Allen Morgan.

Eskom's Products and Services - 1997

ESKOM'S PRODUCTS AND SERVICES - 1997















This brochure serves to inform you of Eskom's tariffs and other prices, incorporating the 1997 price increase and other changes effective from 1 January 1997.

It also provides some useful information on how to choose the correct tariff as well as the advisory services available to our customers.

It is intended for use by Eskom customers, customer representative bodies such as the Consumer Council, AMEU, SAAU, SACOB and Eskom staff. Should you require any further information, please consult your nearest Eskom office:

Bellville	(021) 915-9111	Nelspruit	(013) 755-9000
Benoni	(011) 422-3900	Newcastle	(03431) 5-1274
Bethal	(0172) 7-1200	Nigel	(011) 814-1212
Bethlehem	(058) 303-5133	Oudtshoorn	(0443) 29-1667
Bloemfontein	(051) 404-2111	Parys	(0568) 2341
Bothaville	(0565) 2118	Phalaborwa	(01524) 8-7331
Brits	(01211) 2-0438	Pietermaritzburg	(0331) 94-7351
Colesberg	(051) 753-0741	Pietersburg	(0152) 297-2279
Delareyville	(053) 948-1228	Piketberg	(0261) 3-1180
Durban	(031) 360-2111	Pinetown	(031) 701-1201
East London	(0431) 39-2111	Port Elizabeth	(041) 34-3424
Edgemoed (CT)	(021) 58-1150	Potchefstroom	(0148) 293-0232
Empangeni	(0351) 92-5131	Pretoria	(012) 348-4055
George	(0441) 76-2911	Randfontein	(011) 693-5348
Germiston	(011) 871-3481	Rustenburg	(0142) 97-2570
Grabouw	(021) 859-5303	Sandton	(011) 803-5464
Grahamstown	(0461) 2-7031	Senekal	(05848) 3801
Grobblersdal	(01202) 4039	Somerset West	(021) 851-7117
Harrismith	(05861) 3-1788	Soweto	(011) 494-4320
Johannesburg	(011) 711-9111	Thabazimbi	(014773) 7-1638
Kimberley	(0531) 80-5731	Thohoyandou	(0159) 2-3291
Klerksdorp	(018) 464-6666	Upington	(054) 37-1111
Kraaifontein	(021) 988-7457	Vanderbijlpark	(016) 81-4030
Kroonstad	(0562) 3-2757	Vereeniging	(016) 421-3410
Kuruman	(05373) 2-2151	Vredenburg	(02281) 3-1153
Ladysmith	(0361) 31-0370	Vredendal	(0271) 3-1020
Lichtenburg	(01441) 2-6284	Vryburg	(05391) 7-1116
Lydenburg	(01323) 2314	Warmbaths	(014) 736-2140
Malmesbury	(0224) 7-1530	Welkom	(057) 913-3000
Margate	(03931) 7-6363	Witbank	(0135) 93-3111
Middelburg	(0132) 46-1631	Wolmaransstad	(01811) 2-2515
Midrand	(011) 315-2060	Worcester	(0231) 2-2394

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HOW ARE TARIFFS MADE UP?

• **Basic charge:** A fixed monthly charge for each point of supply which is payable whether electricity is consumed or not. This charge increases every year with the annual price increase.

• **Active energy charge:** A charge for each kilowatt hour (kWh) of active energy consumed.

• **Reactive energy charge:** This charge applies only to Megaflex, Miniflex and Ruraflex. It is levied on every kilovar-hour (kvarh) registered in excess of 30% of the kilowatt hours supplied per month. This means that if the customer's installation is operating at a power factor of 0,96 or better, there will be no reactive energy charge.

The method of calculating this excess differs between Megaflex, Miniflex and Ruraflex and is described with the respective tariff.

• **Demand charge:** Payable for each kVA or kW of the maximum demand supplied during the month. It is calculated by integrating the measured demand over half hourly or hourly periods.

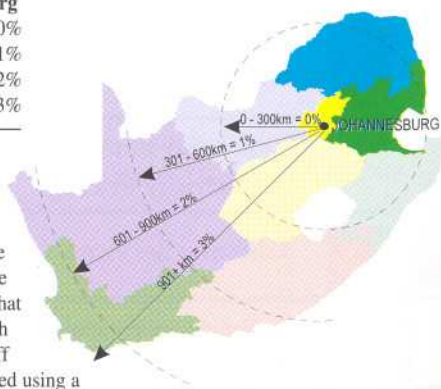
• **Voltage discount:** Electricity is transmitted at as high a voltage as practical to make transmission efficient. This has to be transformed to a lower voltage before being supplied to a customer. The lower the supply voltage, the more expensive the equipment needed. Thus, the higher the supply voltage, the higher the voltage discount granted. For the time-of-use tariffs this is calculated as a percentage of Demand and Active energy charges.

Supply Voltage	Percentage Discount		For Standardrate and Nightsave the voltage discounts are reflected in the different demand charges.
> 132kV	7,03%		
≤ 132kV and ≥ 66kV	4,69%		
< 66kV and ≥ 500V	2,34%		
< 500V	0%		

• **Transmission percentage surcharge:** For certain tariffs the Demand charge and Energy charge are subject to a transmission surcharge, depending on the distance from Johannesburg.

Distance from Johannesburg	
≤ 300 km	0%
> 300km and ≤ 600km	1%
> 600km and ≤ 900km	2%
> 900km	3%

• **Monthly Rental:** The monthly rental is a contribution to the capital cost of network, where the cost of providing supply exceeds the standard cost provided by the tariff. It is a fixed payment that the customer must make each month in addition to the tariff charges. Rentals are calculated using a 17% discount rate, and can be paid over any period up to 25 years. (The capitalisation factor for 25 years is 1,343% per month.) Cash payments are also allowed.

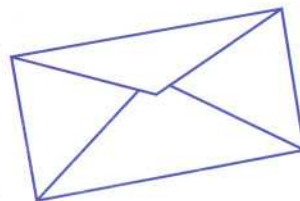


HOW TO PAY

POST

You may post your cheque or postal order to the address printed on your electricity bill.

You must enclose the counterfoil at the bottom of the bill with the cheque or postal order. **Please do not send cash through the post.**



MAIL TRANSFER

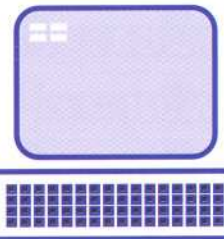
You may also arrange through the postal services for a mail transfer of money or postal order.

PERSONALLY

Call in at your local Eskom office and pay your account in cash, or by cheque or postal order.

DIRECT DEBIT

Sign a special agreement with Eskom for your electricity bill to be debited directly from your bank account each month and receive a discount (Small Power customers only). You will receive your bill in the normal manner, and on a set day each month the total (up to a limit set by yourself) will be deducted from your account. Should your electricity bill exceed the limit you have set, the onus is on you to pay the balance using any of the above methods.



PREPAYMENT








A personal token - a card or a number - can be purchased. This token is used to credit the meter with the purchased electricity and also serves as a receipt. Tokens can be purchased from your nearest Eskom office or in specific areas of supply at your local supermarket, general dealer or at mobile supply points.

























LATE PAYMENTS

Contact your nearest Eskom office to directly deposit your payment into Eskom's bank account.

CHARGES APPLICABLE TO TARIFFS

TARIFF \ CHARGES	ENERGY CHARGE		
STANDARD RATE			
NIGHTSAVE			
BUSINESS RATE	High	Low	
			
LAND RATE			
HOME POWER			
HOME LIGHT			
TIME-OF-USE	PEAK	STANDARD	OFF-PEAK
MEGA FLEX			
MINI FLEX			
RURA FLEX			

DEMAND CHARGE	REACTIVE ENERGY	BASIC CHARGE	MONTHLY RENTAL
			
			
			
			
			
			
			
			

TREATMENT OF PUBLIC HOLIDAYS

DATE	DAY
1 January	New Year's Day
21 March	Human Rights Day
28 March	Good Friday
31 March	Family Day
27 April	Freedom Day
28 April	Public Holiday
1 May	Worker's Day
16 June	Youth Day
9 August	National Women's Day
24 September	Heritage Day
16 December	Day of Reconciliation
25 December	Christmas Day
26 December	Day of Goodwill

NIGHTSAVE metered as a	MEGAFLEX + MINIFLEX metered as a
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Sunday (off-peak)	Sunday (low demand)
Sunday (off-peak)	Saturday (low demand)
Sunday (off-peak)	Sunday (low demand)
Sunday (off-peak)	Sunday (low demand)
Sunday (off-peak)	Sunday (high demand)
Sunday (off-peak)	Saturday (high demand)
Sunday (off-peak)	Saturday (high demand)
Sunday (off-peak)	Saturday (high demand)
Sunday (off-peak)	Saturday (high demand)
Sunday (off-peak) from 22:00 on 15 Dec. 1997 to 06:00 on 2 Jan. 1998	Saturday (low demand)
	Sunday (low demand)
	Sunday (low demand)

OTHER PRICING OPTIONS

CUSTOMISED PRICING AGREEMENTS

Eskom offers competitive electricity prices to large local major industry customers to enable them to take advantage of opportunities to increase local production or improve electricity utilisation. These agreements comprise of tailored electricity pricing mechanisms that will allow:

- industry to expand
- industry to adopt new energy-efficient electrotechnologies
- discount for those industries with low profitability in their early years of production.

REMOTE AREA POWER SUPPLIES (RAPs)

Remote area power supplies include the following systems: Wind Power, Solar Power, Hydro Power and Hybrid (combination of more than one) systems. These systems are considered by Eskom when a grid extension is impractical or uneconomical, even in the medium to long term.

SELF-GENERATION DISPLACEMENT AGREEMENTS

Special pricing agreements are negotiated with some major customers who have or plan to have their own generation. These deals replace some or all of their generation capacity. Price negotiations for self-generation displacement agreements are based on Eskom's marginal supply cost and the customer's marginal generation cost.

PREMIUM POWER

Eskom supplies quality power at a standard higher or equal to the standard specified by the National Electricity Regulator. Premium power is a power quality product which enables customers to negotiate power quality, superior to the existing quality. This is achieved through the installation of dedicated equipment at the cost of the individual benefitting customer. Various financial options are available to assist the customer, including a leasing option. A specific power quality performance contract is then established which includes maintenance and performance reporting. More information in this regard is obtainable from the Quality of Supply Department at (011) 629-5111.

REAL-TIME PRICING

A dynamic pricing mechanism has been developed where the price paid by customers will vary on an hourly basis. Customers have the opportunity to exploit low prices (when the system has excess generation) but will also receive high prices when capacity shortages occur. Real-Time Pricing reflects Eskom's most cost reflective price signal with the aim of improving the system load profile and thereby reducing Eskom's costs to the benefit of its customers.

OTHER PRICING OPTIONS (cont)

PUBLIC LIGHTING

When Eskom provides in its licensed area a supply for, and maintains, any street lighting or similar types of supplies, the charges for such supplies and services shall be fixed by special agreement between Eskom and the local authority.

The charges for public lighting are as follows:

CAPITAL CHARGE 1,455% of the capital cost per month for 15 years		
ENERGY CHARGE		
Dusk to midnight	All night	24 hours
14,50c/kWh	11,54c/kWh	13,63c/kWh
+ VAT =	+ VAT =	+ VAT =
16,53c/kWh	13,16c/kWh	15,54c/kWh
OR	OR	OR
R2,42/100W/month	R3,85/100W/month	R9,94/100W/month
+ VAT =	+ VAT =	+ VAT =
R2,76/100W/month	R4,39/100W/month	R11,33/100W/month
Maintenance charge (Optional) R6,88 + VAT = R7,84* per streetlight per month or actual costs		R160,56 + VAT = R183,04* per high-mast per month or actual costs
Connection fee R48,25 + VAT = R55 per pole or high mast		

*Where actual costs are much higher than the standard fees, provision can be made to charge the higher fees.

Examples of typical types of supplies which qualify for this tariff are:

- Street lights
- Telephone booths
- Traffic lights
- Neon lights

Note that this tariff is only available in an Eskom designated urban area.

STANDARD RATE

NON-RURAL RETICULATION NETWORK SUPPLIES

Typical Standardrate Customers:	Large customers with: <ul style="list-style-type: none"> • a notified maximum demand of at least 25 kW/kVA • a relatively constant demand pattern • a supply not taken from rural reticulation networks 																				
Basic Charge:	R142,93 + VAT = R162,94 per month for each point of supply whether electricity is consumed or not.																				
Demand Charge:	Per kVA of maximum demand supplied per month. • 30-minute integrating periods are applicable. <table> <tr> <th>Demand Charge</th><th>Supply voltage</th></tr> <tr> <td>R32,85 + VAT = R37,45</td><td>< 500V</td></tr> <tr> <td>R31,25 + VAT = R35,63</td><td>≥ 500V to < 66kV</td></tr> <tr> <td>R29,41 + VAT = R33,53</td><td>≥ 66kV to ≤ 132kV</td></tr> <tr> <td>R27,88 + VAT = R31,78</td><td>> 132kV</td></tr> </table> <p style="text-align: center;">OR</p> <p>Per kW of maximum demand supplied per month*. 60-minute integrating periods are applicable.</p> <table> <tr> <th>Demand charge</th><th>Supply voltage</th></tr> <tr> <td>R35,80 + VAT = R40,81</td><td>< 500V</td></tr> <tr> <td>R34,13 + VAT = R38,91</td><td>≥ 500V to < 66kV</td></tr> <tr> <td>R32,23 + VAT = R36,74</td><td>≥ 66kV to ≤ 132kV</td></tr> <tr> <td>R30,65 + VAT = R34,94</td><td>> 132kV</td></tr> </table> <p>Where a kW charge is applicable, the power factor under all loading conditions shall not be less than 0,85 lagging and shall not lead under any circumstances.</p>	Demand Charge	Supply voltage	R32,85 + VAT = R37,45	< 500V	R31,25 + VAT = R35,63	≥ 500V to < 66kV	R29,41 + VAT = R33,53	≥ 66kV to ≤ 132kV	R27,88 + VAT = R31,78	> 132kV	Demand charge	Supply voltage	R35,80 + VAT = R40,81	< 500V	R34,13 + VAT = R38,91	≥ 500V to < 66kV	R32,23 + VAT = R36,74	≥ 66kV to ≤ 132kV	R30,65 + VAT = R34,94	> 132kV
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Energy Charge:	5,94c + VAT = 6,77c/kWh consumed in the month																				
Maximum Charge:	If the total of the demand charge plus the energy charge above, divided by the number of kWh supplied in the month, exceeds 27,46c + VAT = 31,30c/kWh , then the customer will be charged at a rate of 27,46c + VAT = 31,30c/kWh of energy supplied in the month.																				
Monthly Rental:	When imposed in addition to the standard tariff as above, this is subject to rebate (not beyond extinction) at the following rates: <ul style="list-style-type: none"> • R2 per kVA or kW when the energy and demand charge are applicable. • 1,35c/kWh when the maximum charge is applicable. 																				

The amounts in the shaded area are subject to the transmission surcharge (see page 4)

* Customers previously supplied in terms of Eskom's Rand and Orange Free State Licence 1983, with supply agreements originally concluded before 1 January 1984, can have their maximum demand measured in kilowatts. Unless or until they request that their maximum demand be measured in kilovolt amperes, this will be determined in kW.

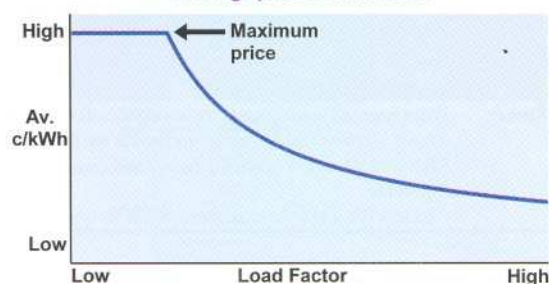
STANDARD RATE

RURAL RETICULATION NETWORK SUPPLIES

Typical Standardrate Customers:	Large customers with: <ul style="list-style-type: none"> • a notified maximum demand of at least 25 kW/kVA • a relatively constant demand pattern • a supply voltage of ≤ 22kV fed off a rural reticulation network 												
Basic Charge:	R142,93 + VAT = R162,94 per month for each point of supply whether electricity is consumed or not.												
Demand Charge:	Per kVA of maximum demand supplied per month. 30-minute integrating periods are applicable. <table> <tr> <th>Demand Charge</th><th>Supply voltage</th></tr> <tr> <td>R33,46 + VAT = R38,14</td><td>< 500V</td></tr> <tr> <td>R31,84 + VAT = R36,30</td><td>≥ 500V to ≤ 22kV</td></tr> </table> <p style="text-align: center;">OR</p> <p>Per kW of maximum demand supplied per month*. 60-minute integrating periods are applicable.</p> <table> <tr> <th>Demand charge</th><th>Supply voltage</th></tr> <tr> <td>R36,46 + VAT = R41,56</td><td>< 500V</td></tr> <tr> <td>R34,76 + VAT = R39,63</td><td>≥ 500V to ≤ 22kV</td></tr> </table> <p>Where a kW charge is applicable, the power factor under all loading conditions shall not be less than 0,85 lagging and shall not lead under any circumstances.</p>	Demand Charge	Supply voltage	R33,46 + VAT = R38,14	< 500V	R31,84 + VAT = R36,30	≥ 500V to ≤ 22kV	Demand charge	Supply voltage	R36,46 + VAT = R41,56	< 500V	R34,76 + VAT = R39,63	≥ 500V to ≤ 22kV
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Energy Charge:	6,06c + VAT = 6,91c/kWh consumed in the month												
Maximum Charge:	If the total of the demand charge plus the energy charge above, divided by the number of kWh supplied in the month, exceeds 27,98c + VAT = 31,90c/kWh , then the customer will be charged at a rate of 27,98c + VAT = 31,90c/kWh of energy supplied in the month.												

Monthly Rental: Same as for Non-Rural Reticulation Network Supplies.

Average price vs load factor



The amounts in the shaded area are subject to the transmission surcharge (see page 4)

* Customers previously supplied in terms of Eskom's Rand and Orange Free State Licence 1983, with supply agreements originally concluded before 1 January 1984, can have their maximum demand measured in kilowatts. Unless or until they request that their maximum demand be measured in kilovolt amperes, this will be determined in kW.

NIGHTSAVE

NON-RURAL RETICULATION NETWORK SUPPLIES

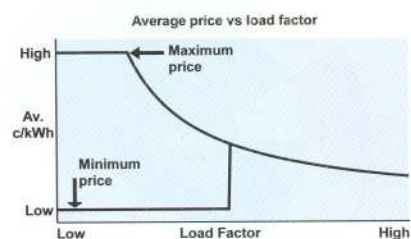
Typical Nightsave Customers:	<p>Large customers:</p> <ul style="list-style-type: none"> • who can move all or part of their electricity demand to Eskom's off-peak period between 22:00 and 06:00 on weekdays and the entire Saturday and Sunday • with a notified maximum demand of 25kW/kVA or more, and • who elect to pay for demand measured only during peak periods • with a supply not taken from rural reticulation networks 																				
Basic Charge:	R317,67 + VAT = R362,14 per month per point of supply whether electricity is consumed or not.																				
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NIGHTSAVE

RURAL RETICULATION NETWORK SUPPLIES

Typical Nightsave Customers:	<p>Large customers:</p> <ul style="list-style-type: none"> • who can move all or part of their electricity demand to Eskom's off-peak period between 22:00 and 06:00 on weekdays and the entire Saturday and Sunday • with a notified maximum demand of 25kW/kVA or more, and • who elect to pay for demand measured only during peak periods • with a supply voltage of ≤ 22 kV fed off a rural reticulation network 												
Basic Charge:	R317,67 + VAT = R362,14 per month per point of supply whether electricity is consumed or not.												
Demand Charge:	<p>Per kVA of maximum demand supplied per month*, 30-minute integrating periods are applicable.</p> <table> <tr> <th>Demand Charge</th><th>Supply voltage</th></tr> <tr> <td>R33,46 + VAT = R38,14</td><td>< 500V</td></tr> <tr> <td>R31,84 + VAT = R36,30</td><td>≥ 500V to ≤ 22kV</td></tr> </table> <p style="text-align: center;">OR</p> <p>Per kW of maximum demand supplied per month*, 60-minute integrating periods are applicable.</p> <table> <tr> <th>Demand charge</th><th>Supply voltage</th></tr> <tr> <td>R36,46 + VAT = R41,56</td><td>< 500V</td></tr> <tr> <td>R34,76 + VAT = R39,63</td><td>≥ 500V to ≤ 22kV</td></tr> </table> <p>No demand charge is applicable during off-peak periods. Where a kW charge is applicable, the power factor under all loading conditions shall not be less than 0,85 lagging and shall not lead under any circumstances.</p>	Demand Charge	Supply voltage	R33,46 + VAT = R38,14	< 500V	R31,84 + VAT = R36,30	≥ 500V to ≤ 22kV	Demand charge	Supply voltage	R36,46 + VAT = R41,56	< 500V	R34,76 + VAT = R39,63	≥ 500V to ≤ 22kV
Demand Charge	Supply voltage												
R33,46 + VAT = R38,14	< 500V												
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Demand charge	Supply voltage												
R36,46 + VAT = R41,56	< 500V												
R34,76 + VAT = R39,63	≥ 500V to ≤ 22kV												
Energy Charge:	6,06c + VAT = 6,91c/kWh consumed in the month.												
Maximum Charge:	If the total of the demand charge plus the energy charge above, divided by the number of kWh supplied in the month, exceeds 27,98c + VAT = 31,90c/kWh , then the customer will be charged at a rate of 27,98c + VAT = 31,90c/kWh of energy supplied in the month.												
Monthly Rental:	Same as for Non-Rural Reticulation Network Supplies												



The amounts in the shaded area are subject to the transmission surcharge (see page 4).

* Customers previously supplied in terms of Eskom's Rand and Orange Free State Licence 1983, with supply agreements originally concluded before 1 January 1984, can have their maximum demand measured in kilowatts. Unless or until they request that their maximum demand be measured in kilovolt amperes, this will be determined in kW.

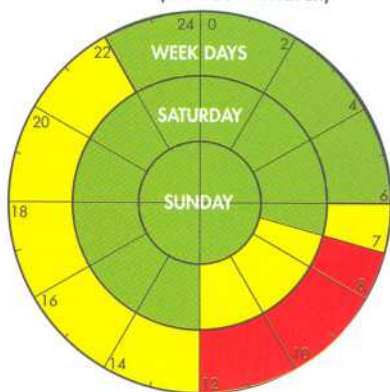
TIME-OF-USE (T-O-U)

Time-of-use tariffs are appropriate for customers who are able to manage their energy consumption and maximum demand according to Eskom's specified time schedule. These tariffs are available once a satisfactory supply contract has been negotiated with Eskom.

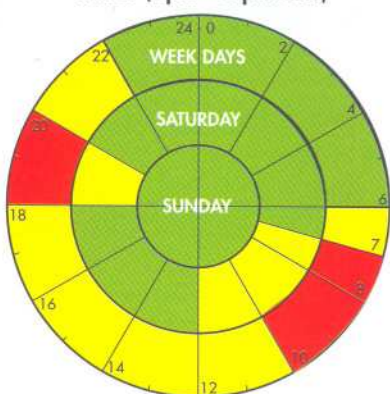
Existing customers converting to T-O-U, where an impact study indicated a financial saving due to the conversion, will be subject to a conversion surcharge. No conversion surcharge will be implemented after 2000. This surcharge is phased out as follows:

Year of implementation	1997	1998	1999	2000
% of conversion surcharge payable	72%	54%	36%	18%

TIME PERIODS LOW DEMAND Summer (October - March)



HIGH DEMAND Winter (April - September)



■ PEAK ■ STANDARD ■ OFF-PEAK

MEGAFLEX

Typical Megaflex Customers:

Supplies of 1MVA and above.
Who can shift their load to defined time periods.
Not applicable for supplies being fed off rural reticulation networks.

Basic Charge:

R50,31 + VAT = **R57,35** per month whether electricity is consumed or not.

Maximum Demand Charge:

Payable in peak or standard periods on weekdays and Saturdays.
The integrating period is 30 minutes.
High Demand (April - September)
R10,52 + VAT = **R11,99/kW**
Low Demand (October - March)
R9,48 + VAT = **R10,81/kW**
No demand charge is applicable during the off-peak periods.

Active Energy Charges

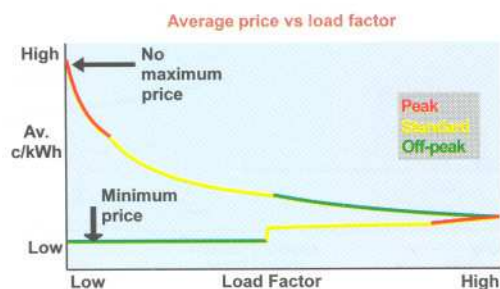
High Demand (April - September)
Peak 18,99c + VAT = **21,65c/kWh**
Standard 10,65c + VAT = **12,14c/kWh**
Off-peak 6,11c + VAT = **6,97c/kWh**
Low Demand (October - March)
Peak 17,09c + VAT = **19,48c/kWh**
Standard 9,56c + VAT = **10,90c/kWh**
Off-peak 5,50c + VAT = **6,27c/kWh**

Reactive Energy Charge

2,20c + VAT = 2,51c/kvarh
Supplied in excess of 30% (0,96PF) of kWh recorded during peak and standard periods. The excess reactive energy is determined per 30 min integrating period.

Monthly Rental

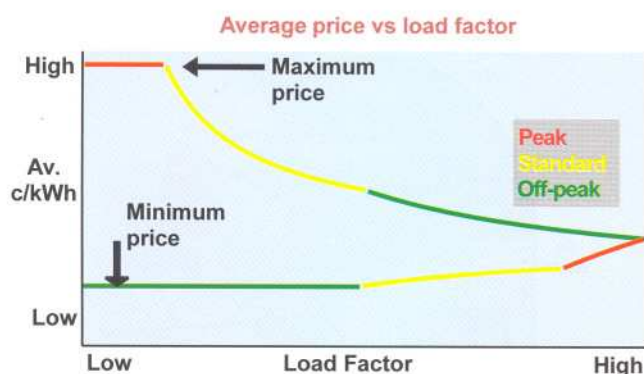
A non-rebatable charge per month is levied based on the full capital expenditure involved in making the supply available. This would include a share of existing costs and any extensions to the network.



A voltage discount is granted as per page 4. The transmission surcharge is applicable to the shaded area above, after the voltage discount has been applied.

MINIFLEX

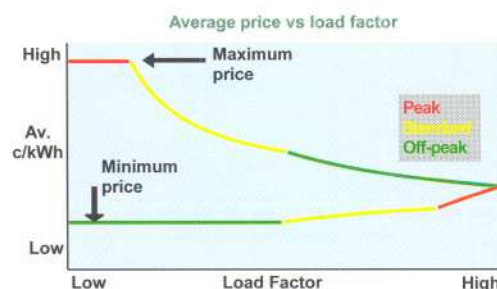
Typical Miniflex Customers:	Supplies of 100kVA to 5MVA. Who can shift their load to defined time periods. Not applicable for supplies being fed off rural reticulation networks
Basic Charge:	R50,31 + VAT = R57,35 per month whether electricity is consumed or not.
Maximum Demand Charge:	Not applicable
Active Energy Charge:	High Demand (April - September) Peak 28,96c + VAT = 33,01c/kWh Standard 10,65c + VAT = 12,14c/kWh Off-peak 6,11c + VAT = 6,97c/kWh Low Demand (October - March) Peak 26,07c + VAT = 29,72c/kWh Standard 9,56c + VAT = 10,90c/kWh Off-peak 5,50c + VAT = 6,27c/kWh
Reactive Energy Charge:	1,10c + VAT = 1,25c/kvarh Supplied in excess of 30% (0,96 PF) of the kWh recorded during the entire billing period. The excess reactive energy is determined using the billing period totals.
Monthly Rental:	A non-rebatable charge per month is levied based on the full capital expenditure involved in making the supply available. This would include a share of existing costs and any extensions to the network.



A voltage discount is granted as per page 4. The transmission surcharge is applicable to the shaded area above, after the voltage discount has been applied.

RURAFLEX

Typical Ruraflex Customers:	Customers with 3-phase supplies fed off rural reticulation networks • who can shift their load to defined time periods • who take supply from 400V up to and including 22kV.
Basic Charge:	Payable whether electricity is consumed or not. Ruraflex 1: R272,10 + VAT = R310,19 per month. Applicable to customers with an installed capacity of up to and including 50kVA. Ruraflex 2: R302,33 + VAT = R344,66 per month. Applicable to customers with an installed capacity above 50kVA.
Active Energy Charge:	High Demand (April - September) Peak 33,65c + VAT = 38,36c/kWh Standard 12,71c + VAT = 14,49c/kWh Off-peak 7,39c + VAT = 8,42c/kWh Low Demand (October - March) Peak 30,20c + VAT = 34,43c/kWh Standard 11,40c + VAT = 13,00c/kWh Off-peak 6,62c + VAT = 7,55c/kWh
Reactive Energy Charge:	1,10c + VAT = 1,25c/kvarh Supplied in excess of 30% (0,96 PF) of the kWh recorded during the entire billing period. The excess reactive energy is determined using the billing periods totals.
Monthly Rental:	The tariff and connection fees cover the cost of the complete installation up to 50kVA (Ruraflex 1) or 100kVA (Ruraflex 2) plus 200m of line. A non-rebatable charge per month is levied based on the full capital expenditure involved in making the supply available, excluding the costs supported in the tariff and connection fee. This would include a share of existing costs and any extensions to the network.



A voltage discount is granted as per page 4. The transmission surcharge is applicable to the shaded area above, after the voltage discount has been applied.

BUSINESSRATE

Typical Businessrate Customers:

Small businesses in urban areas supplied at low voltage. The maximum demand may not exceed 100kVA.

Basic Charge:

Payable each month for each point of supply whether electricity is consumed or not. The basic charge is graded according to the notified maximum demand of supply at the following rates:

	Rate per month	Installed capacity (in kVA)
Businessrate 1	R 41,29 + VAT = R 47,07	≤ 25
Businessrate 2	R 66,70 + VAT = R 76,04	> 25 and ≤ 50
Businessrate 3	R 114,35 + VAT = R 130,36	> 50 and ≤ 100

Energy Charge

The energy charge is divided into 2 block rates.

High rate:

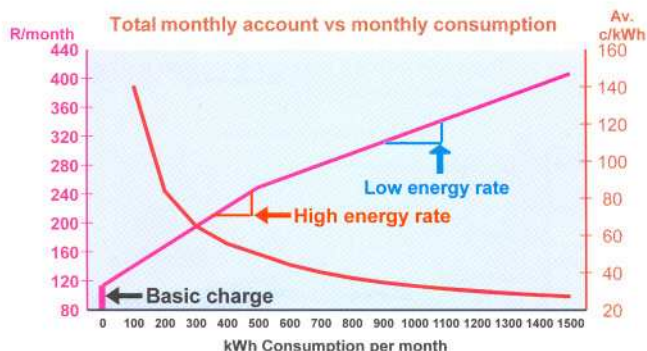
27,46c + VAT = **31,30c/kWh** for the first 500kWh consumed in the month.

Low rate:

15,88c + VAT = **18,10c/kWh** for energy consumed above 500 kWh each month.

Monthly Rental:

Monthly rentals may be imposed in addition to the standard tariff as above when the costs of providing supply exceed the standard costs covered by the tariff.



LANDRATE

Landrate 1, 2, 3

Supplies in low density rural areas where the notified maximum demand does not exceed 100 kVA.

Basic Charge:

The basic charge is graded according to the maximum demand of supply at the following rates:

	Rate per month	Notified maximum demand (in kVA)
Landrate 1	R 81,48 + VAT = R 92,89	≤ 25
Landrate 2	R 106,86 + VAT = R 121,82	> 25 and ≤ 50
Landrate 3	R 154,51 + VAT = R 176,14	> 50 and ≤ 100

Energy Charge:

The energy charge is divided into 2 block rates.

High Rate:

27,46c + VAT = **31,30c/kWh** for the first 900 kWh consumed in the month.

Low Rate:

15,88c + VAT = **18,10c/kWh** for energy consumed above 900 kWh each month.

Landrate 4

Supplies in low density rural areas where the notified maximum demand does not exceed 25 kVA, and where there is consistently less than 1 000 kWh per month being consumed.

Basic Charge:

A basic charge of R69,90 + VAT = **R79,69** for each point of supply.

Energy Charge:

A single energy charge of 27,46c + VAT = **31,30 c/kWh**

Landrate Dx

Suitable for low density, low usage supplies. This tariff is limited to 10A and is not metered.

Fixed Charge:

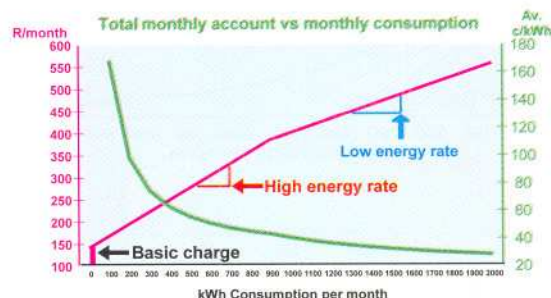
A fixed charge of R201,53 + VAT = **R229,74** is payable each month for each point of supply whether electricity is consumed or not.

Monthly Rental and/or Cash Payment:

The capital costs associated with the supply point - including the transformer, metering equipment and 200m of line are covered by the tariff.

Landrate 1, 2, 3, 4: A monthly rental may be applied to the standard tariffs as above, to cover any additional capital expenditure not covered by the tariff.

Landrate Dx: Any additional capital expenditure not covered by the tariff is to be paid as cash upfront.



HOMEPower

Electricity tariff for medium to high usage residential customers

Typical HomePower Customers:

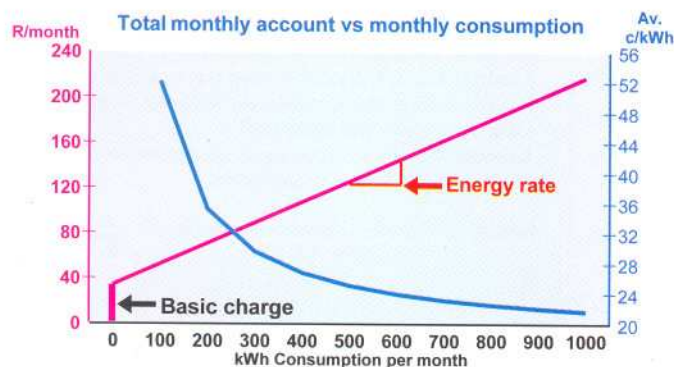
Electricity supply to customers within an urban area designated by Eskom for residential usage or:

- churches
- schools
- halls
- old-age homes or similar premises.

Basic Charge: R34,10 + VAT = **R38,87** per month for each point of supply, whether electricity is consumed or not.

Energy Charge: 18,53c + VAT = **21,12c/kWh** for energy consumed each month.

Capital financing The capital cost of providing the supply, up to a fixed limit, is recovered by the tariff.



HOMElight

The tariff has different energy rates based on the supply capacity required and is suitable for low usage residential supplies.

Typical Homelight Customers:

Customers requiring low usage single-phase supply of electricity for residential purposes within an area designated by Eskom, and for-

- churches
- schools
- halls, or the like premises

Subsidy: The tariff provides for a subsidy to low usage customers.

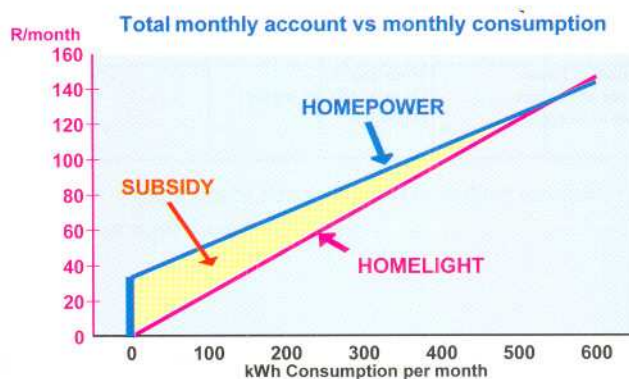
Homelight 1: Applicable where the capital cost of providing the supply, up to a fixed limit, is recovered by the tariff. This amount may be lowered where capital subsidies are provided, or in areas where seasonal usage occurs.

Supply Capacity	Energy Charge
8 A (Pilot)	23,80c + VAT = 27,13 c/kWh (Pilot Projects only)
20 A	24,72c + VAT = 28,18 c/kWh
60 A	25,64c + VAT = 29,23 c/kWh

Homelight 2: Applicable where the capital cost of the local electricity infrastructure excluding the service connection costs (service cable/line, electricity dispenser, ready board, etc.) has been paid for in advance by the customer/s or another party.

Supply Capacity	Energy charge
20 A	21,14c + VAT = 24,10 c/kWh
60 A	22,06c + VAT = 25,15 c/kWh

The graph below illustrates the subsidy to low usage customers on Homelight 1 versus HomePower.



ELECTRIFICATION OF WORKERS' HOUSES

Eskom supports the electrification of workers' houses on the premises of Eskom customers and has the following methods to facilitate this. These methods can be classified under two strategies

STRATEGY A: The workers do not become direct Eskom customers but are supplied by an Eskom customer.

METHOD 1: INDEPENDENT CUSTOMER EXTENSIONS

An Eskom customer extends an existing supply point or takes a new Eskom supply point for workers' houses without any direct financial assistance from Eskom.

Number of houses: Any number
Incentive: None
Tariff to workers: Determined by the Eskom customer

METHOD 2: CUSTOMER EXTENSIONS WITH ESKOM ASSISTANCE

An extension is made by the customer beyond his own point of supply to each workers' house in the same way as in Method 1. However, Eskom will assist financially by offering an electrification incentive with a requirement that the customer complies with certain conditions.

Number of houses: Any number
Incentive: R1000 towards the cost of supply
Tariff to workers: Determined by the Eskom customer

STRATEGY B: The workers become direct Eskom customers

METHOD 3: LIMITED ESKOM HOMELIGHT SUPPLIES

Eskom directly makes supplies available to workers at the standard Homelight tariff. The Eskom contribution is subject to the following criteria:

Number of houses: Between 10 and 50
Eskom investment: R 700 for network
R 100 for appliances
Tariff to workers: Homelight 1

The difference between actual cost and Eskom's contribution is payable by the owner. The owner must also provide first line maintenance.

METHOD 4: STANDARD ESKOM HOMELIGHT SUPPLIES

Where more than 50 houses are supplied from one point of supply or in close proximity to one another, the normal Homelight electrification guidelines will apply.

Number of houses: More than 50
Eskom investment: Up to R2500 per supply
Tariff to workers: Homelight 1

PRICING FOR INTERRUPTIBLE SUPPLIES

Eskom now offers incentives for supplies which are interruptible. These incentives can be offered because of the cost savings incurred by Eskom when these supply interruptions are used as follows:

- To match available supply with demand and hence retain power system stability and integrity.
- To schedule the most economic option, thus interrupting supply to a customer rather than scheduling more expensive generation.
- To defer long term capital investment by having interruptible capacity available and taking it into consideration when doing system planning.
- Additional revenue can be generated by allowing non-firm marginal sales for customers with interruptible supplies during periods of uncertain surplus capacity.

The following pricing options are available:

	1	2	3	4	5
OPTION	Short term interruptible base sales	Short term curtailable base sales	Short term interruptible marginal sales	Short term emergency base sales	Long term interruptible base & marginal sales
Contract period * ≤ 5 years * ≥ 15 years	✓	✓	✓	✓	✓
Notice period * No notice * < 4 hours	✓	✓	✓	✓	✓
Used by Eskom * Tight conditions * Contingencies * Emergencies * Postpone capacity	✓	✓	✓	✓	✓
Price incentive * Pre-event tariff discount * Post event energy rebate	✓	✓	✓	✓	✓

Options 1 and 2 can be structured with or without a notice period, or a combination of both.

PRICING FOR INTERRUPTIBLE SUPPLIES (cont)

The maximum incentives to be negotiated are based on the following:

- Option 1: No notice - Maximum of 80% x avoided cost
Notice - 60% x avoided costs
- Option 2: No notice - 60% x avoided cost
Notice - 40% x avoided cost
- Option 3: Based on profit sharing between Eskom and the customer
- Option 4: Cost of unserved energy to the contracted customer
- Option 5: Determined based on individual study

Eskom's avoided cost is revised annually and is 49,4c/kWh in 1997.

- Minimum interruptions of 1 hour, 20 times per year.
- Customer with notice option can be placed on standby in which case an incentive will be paid.
- Customers buying through a request for curtailment will do so at the rate payable to a no-notice interruptible customer.

Any such option will be subject to suitable arrangements being made in respect of systems and the signing of an agreement between the involved parties.

FUTURE DEVELOPMENTS IN ELECTRICITY PRICING

RESIDENTIAL DEMAND SIDE MANAGEMENT (RDSM)

The electrification drive has resulted in a large number of additional customers which will increase significantly in the future. The impact of these new residential customers has already influenced the national demand profile. Eskom will have to start planning for the additional demand for electricity. There are a number of options in this regard, one of which is to build new power stations. Options like this mean one thing, the price of electricity will have to increase to accommodate the cost of providing the extra capacity. Because of this, Eskom has embarked on the development of a RDSM programme. The sub-programmes under investigation are as follows:

- Residential time-of-use tariffs (Homeflex)
- Water heating load management
- Appliance labeling
- Thermal efficiency
- Efficient lighting
- Efficient behaviour
- Managing with limited circuit breaker capacity.

Residential time-of-use tariffs are currently under investigation on a national basis and both Eskom and municipal customers are involved in this study. It is envisaged that these tariffs will be most successfully used in conjunction with the other RDSM programmes.

By implementing these programmes on a large scale to all residential customers in South Africa, these customers can help Eskom delay investment in additional capital plant and thereby keep the price of electricity as low as possible.

NON-ESKOM GENERATION DIRECTIVE

This directive will position Eskom to respond to the impending competitive generation environment in the South African electricity supply industry, through setting out how, when and for what purpose Eskom will interact with non-Eskom generators.

ADVISORY SERVICES

Eskom provides a number of advisory services to a large spectrum of customers ranging from manufacturing to residential customers. These services form part of a series of brands which endeavour to meet different customer needs. Eskom has trained advisors specialising in various customer categories. The advisors can be contacted at your nearest Eskom office (please refer to page 2). The advisory service is free of charge except in the case where a particular detailed study is undertaken on request by an industrial, commercial or agricultural customer.



ElektroWise provides residential customers with free advice that will make their lives a little easier. This includes information on the safe and economic use of electricity. Further information is provided regarding available appliances so that customers can instantly experience the benefits of electricity. ElektroWise customers include rural and urban residential customers of all income groups. Examples of products developed for this market include basic appliance packages (e.g. hot plates, kettles and irons) at cost and bucket hot water systems. For further information, phone 0 800 131 300 toll free or your nearest Eskom office.



ElektroServe provides professional advice on energy use to commercial customers. This may include analysis and assessment studies to determine where wastage of energy is taking place, or introducing the customer to electrically powered technology that can improve profitability and customer satisfaction. ElektroServe customers include owners and decision-makers of commercial concerns who use electricity in providing a service to customers. Technologies include hot water systems and medical waste disposal systems. For further information, phone 0 800 036 333 toll free or your nearest Eskom office.



Agrelek renders an advisory service to agriculture and has as its main objective the increase of electricity sales within the agricultural market. Agrelek advisors introduce farmers to new electro-technologies that will help them to farm more cost-effectively. New technologies are investigated in the field of food processing, irrigation and drying. Agrelek customers include established commercial farmers and small and medium scale farmers. For further information, phone 0 800 037 333 toll free or your nearest Eskom office.



Industrelek provides industrial customers with solutions to their energy problems. This includes advice on the wider and wiser use of electricity, optimisation of production processes, information on new electrical technologies and cost-effective tariffs. Advice is available on the following sectors: chemicals (e.g. process drying), the non-metallic sector (e.g. waste management applications), paper and pulp sector (e.g. infra-red heating) and the textile sector (e.g. fabric drying). For further information, phone 0 800 036 333 toll free or your nearest Eskom office.

ESKOM: GENERAL TARIFF GUIDELINE



TARIFF INCREASE FLOW CHART



STANDARD CHARGES - 1997

(*) THE FEES ARE THE MINIMUM CASH AMOUNTS PAYABLE. IF ACTUAL COSTS ARE HIGHER THAN THE FEES GIVEN, THEN ACTUAL COSTS ARE PAYABLE. THE DIFFERENCE BETWEEN ACTUAL COSTS AND THE CASH FEE GIVEN MAY IN SOME CASES BE CONVERTED TO A MONTHLY RENTAL.

TARIFF	HOMELIGHT 8A (PILOT)	HOMELIGHT 1 & 2 20A	HOMELIGHT 1 & 2 60A	HOMELIGHT 1 & 2 90A	BUSINESS RATE LANDRATE Dk	RURAFLEX	STANDARD RATE & NIGHTSAVE	MEGAFLEX	MINIFLEX
1. CONNECTION FEES									
= NEW POINTS OF SUPPLY (NOTE THAT FOR HOMELIGHT 2 ESKOM WILL INVEST A MAXIMUM OF R1000 (R1140) - THE REMAINDER IS TO BE PAID BY THE CUSTOMER/DEVELOPER OVER AND ABOVE THE CONNECTION FEE)									
- SINGLE PHASE	NO CHARGE	R57.02 R65 *	R350.88 R400 **	R350.88 R400 **	R526.32 R600 ** R1052.63 R1200 *** R1350.88 R1540 **	R675.44 R770 Dk ** R1350.88 R1540 ** R1350.88 R1540 **	R3947.37 R4500 ** R2017.54 R2300 ** R2017.54 R2300 **		
- THREE PHASE - CONVENTIONAL METER									
- THREE PHASE - PREPAYMENT METER									
= SECOND (NEW) POINT OF SUPPLY ON ONE PROPERTY (SINGLE PHASE)									
(WHERE SEEN AS UNDESIRABLE BY ESKOM)									
R250.88 R600 *	R256 R600 *	R256 R600 *	R256 R600 *	R256 R600 *	R256 R600 *	R256 R600 *	R256 R600 *	R256 R600 *	R256 R600 *
* IF THE SUPPLY IS CONVENTIONALLY METRED AND ESKOM SUPPLIES THE METER BOX ADD FOR SINGLE PHASE SUPPLIES (R241.20) R275 AND FOR THREE PHASE SUPPLIES (R241.30) R420 TO ABOVE FEE									
2. CONVERSION FEES FOR EXISTING POINTS OF SUPPLY									
= UP OR DOWNGRADES IN SUPPLY SIZE									
- CHANGE OF CIRCUIT BREAKER (NO CHANGE IN BASIC CHARGE)									
- CHANGE IN CIRCUIT BREAKER (WITH CHANGE IN BASIC CHARGE)									
- CHANGE OF TRANSFORMER									
= CHANGE OF PHASE									
- SINGLE TO THREE PHASE									
- THREE TO SINGLE PHASE									
= SHIFT IN POINT OF SUPPLY									
- OVERHEAD IN URBAN AREAS									
- UNDERGROUND OR IN RURAL AREAS									
= CHANGE IN METER TYPE - THIS FEE IS PAYABLE OVER AND ABOVE CHANGE IN SUPPLY SIZE FEE IF THE CHANGE IN METER TYPE COINCIDES WITH A CHANGE IN SUPPLY SIZE									
- CONVENTIONAL TO/FROM PREPAYMENT (SINGLE PHASE)									
- CONVENTIONAL TO/FROM PREPAYMENT (THREE PHASE)									
- NON TIME-OF-USE TO TIME-OF-USE									
= TARIFF CHANGE FEE - THIS FEE IS PAYABLE IN ADDITION TO A CHANGE IN METER TYPE FEE									
THIS IS A GUIDELINE OF THE CHARGES - WHERE THERE ARE NEGOTIATIONS OR ADDITIONAL COSTS INVOLVED THESE CHARGES MAY BE HIGHER									
- FROM PILOT - 8A TO									
- FROM HOMELIGHT 1 - 20A TO									
- FROM HOMELIGHT 1 - 60A TO									
- FROM HOMELIGHT 2 - 20A TO									
- FROM HOMELIGHT 2 - 60A TO									
- FROM HOMEPower TO									
- FROM BUSINESS RATE TO									
- FROM LANDRATE TO									
- FROM STANDARD RATE AND NIGHTSAVE TO									
- FROM RURAFLEX TO									
3. SERVICE CHARGES									
= TRANSFER FEES - PAYABLE BY A NEW CUSTOMER WHEN OWNERSHIP OF A CONVENTIONALLY METRED SUPPLY CHANGES HANDS. IF IN RURAL AREAS THE CUSTOMER PROVIDES THE METER READING. THE URBAN FEE MAY BE CHARGED.									
- URBAN (HIGH DENSITY) AREAS									
- RURAL (LOW DENSITY) AREAS									
= CALL OUT FEE - PAYABLE WHEN ESKOM IS CALLED OUT DUE TO A SUPPLY INTERRUPTION AND THE FAULT IS FOUND TO BE ON THE CUSTOMER'S INSTALLATION OR PAYABLE WHEN A WRITTEN NOTICE IS SENT OUT PRIOR TO DISCONNECTION.									
- URBAN (HIGH DENSITY) AREAS									
- RURAL (LOW DENSITY) AREAS									
= SPECIAL METER READING FEE - PAYABLE WHEN A SPECIAL METER READING IS DONE AT THE CUSTOMER'S REQUEST.									
= METER TEST FEE - PAYABLE WHEN A METER TEST IS REQUESTED BY THE CUSTOMER. IF A FAULT IS FOUND WITH THE METER, THE FEE IS REFUNDED.									
- SINGLE PHASE METER									
- THREE PHASE METER									
- PROGRAMMABLE METER									
- METERING INSTALLATION									
4. REMEDIAL ACTION CHARGES									
= RECONNECTION IN THE EVENT OF A CUT-OFF DUE TO NON-PAYMENT OF A CONVENTIONALLY METRED SUPPLY.									
- URBAN (HIGH DENSITY) AREAS									
- RURAL (LOW DENSITY) AREAS									
= WHERE SUPPLY IS RECONNECTED ILLEGALLY, METER BY PASSED OR SABOTAGED									
- WHERE SERVICE CONNECTION HAS BEEN REMOVED BY ESKOM									
= ILLEGAL CONNECTION									
= REPEAT OF ILLEGAL CONNECTION									
FIGURES GIVEN IN ITALICS REFERS TO THE VAT EXCLUSIVE RATE									

FIGURES GIVEN IN ITALICS REFERS TO THE VAT EXCLUSIVE RATE

THE UNIVERSITY OF CHICAGO

ONLY THE FIRST COMES TO THE

ONLY THE FIRST CONVERSION FROM 1 AND RATE 1 TO 1 AND RATE 4 IS FREE. THEREAFTER, YOU WILL PAY \$1.00 PER CONVERSION.