

Cash Financial Analysis

After the lighting survey conducted on site, the following calculations and estimates can be made:

| Demand for Lighting per hour | |
|------------------------------|--------|
| Before | After |
| 1,022 kW | 122 kW |

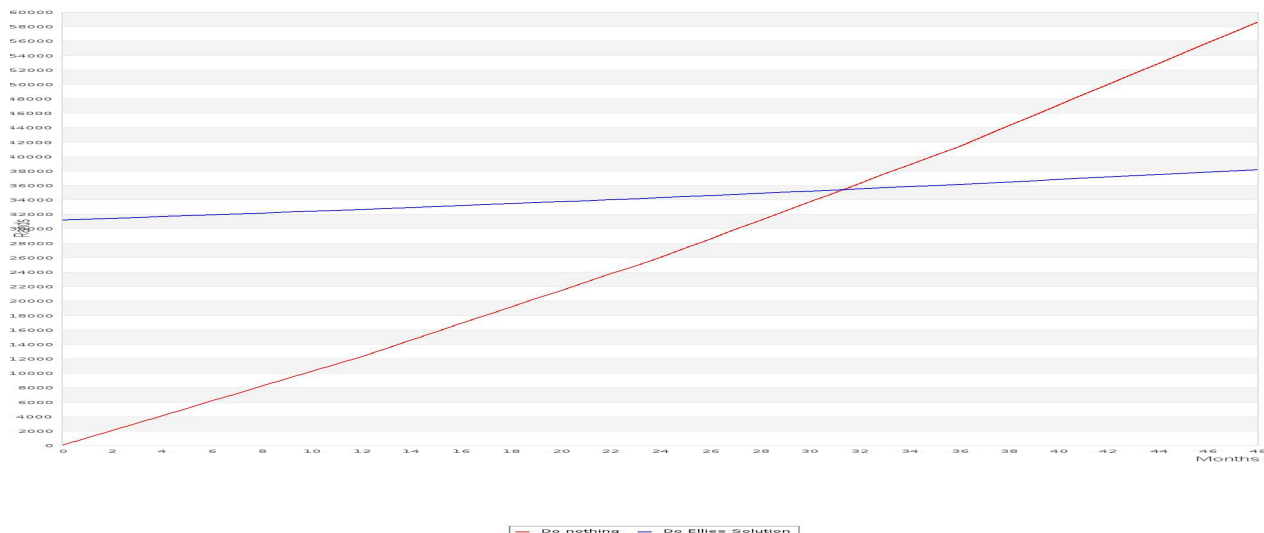
| Electricity Consumption per day | |
|---------------------------------|----------|
| Before | After |
| 24 kWh | 2928 kWh |

| Monthly Cost | |
|--------------|----------|
| Before | After |
| R 1,225.95 | R 146.74 |

| Project Cost ex VAT |
|---------------------|
| R 54,145.14 |

| Expected Monthly Saving |
|-------------------------|
| R 1,079.21 |

| % Saving |
|----------|
| 88% |



The breakeven point is calculated as the amount of time (in months) that the savings achieved from retrofitting old technologies will take to recover the initial project expense.

How the calculations are done (unrelated example)

The running costs indicated below is based on 10 burning hours per day (07:00 until 17:00) for 25 days per month. A cost of R1.00 per kWh is assumed.



4ft Fluorescent
36W



4ft LED Tube
20W



Incandescent Lamp
60W



A60 LED Lamp
7W



Halogen Lamp
50W



LED Lamp
6W

| | | | | | |
|-----------|-----------|-----------|-----------|-----------|-----------|
| 0.036 kWh | 0.020 kWh | 0.060 kWh | 0.007 kWh | 0.050 kWh | 0.006 kWh |
|-----------|-----------|-----------|-----------|-----------|-----------|

| | | | | | | |
|----------------|---------|---------|----------|---------|----------|---------|
| Cost per Hour: | ≈ R0.04 | ≈ R0.02 | ≈ R0.06 | ≈ R0.01 | ≈ R0.05 | ≈ R0.01 |
| Cost per Day | = R0.36 | = R0.20 | = R0.60 | = R0.07 | = R0.50 | = R0.06 |
| Cost per Month | = R9.00 | = R5.00 | = R15.00 | = R1.75 | = R12.50 | = R1.50 |

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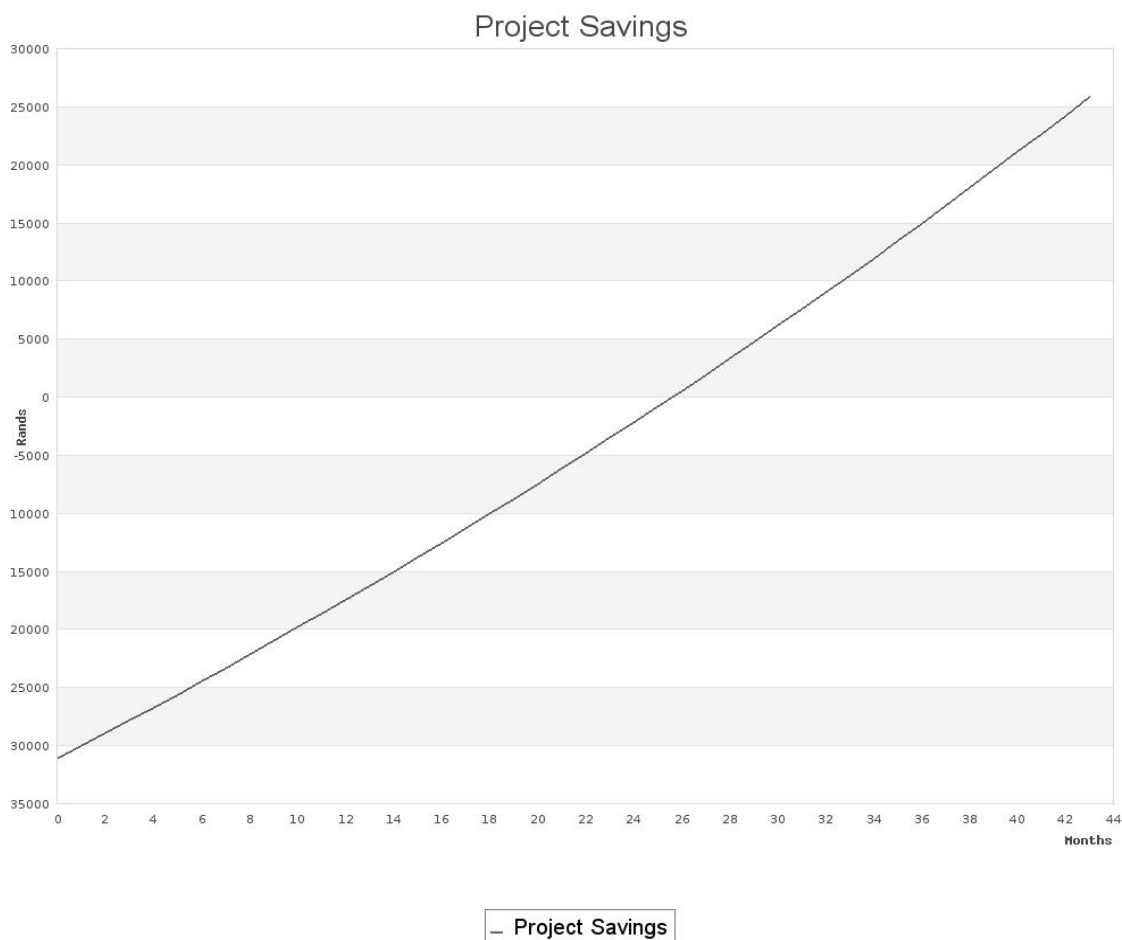
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Replacement Items Overview

| Payback Period | Monthly Savings | Percentage Saved(%) | Savings after 5 years |
|----------------|-----------------|---------------------|-----------------------|
| 42.89 Months | R1,079.21 | 88% | R 28,127.19 |

Cost Overview - Cash Option

| Category | Product Price | Installation | Total Price |
|----------------------|---------------|--------------|-------------|
| Replacement Products | R24,810.94 | R29,334.20 | R54,145.14 |
| Additional Products | R921.52 | R1,334.00 | R2,255.52 |
| Total | R25,732.46 | R30,668.20 | R56,400.66 |



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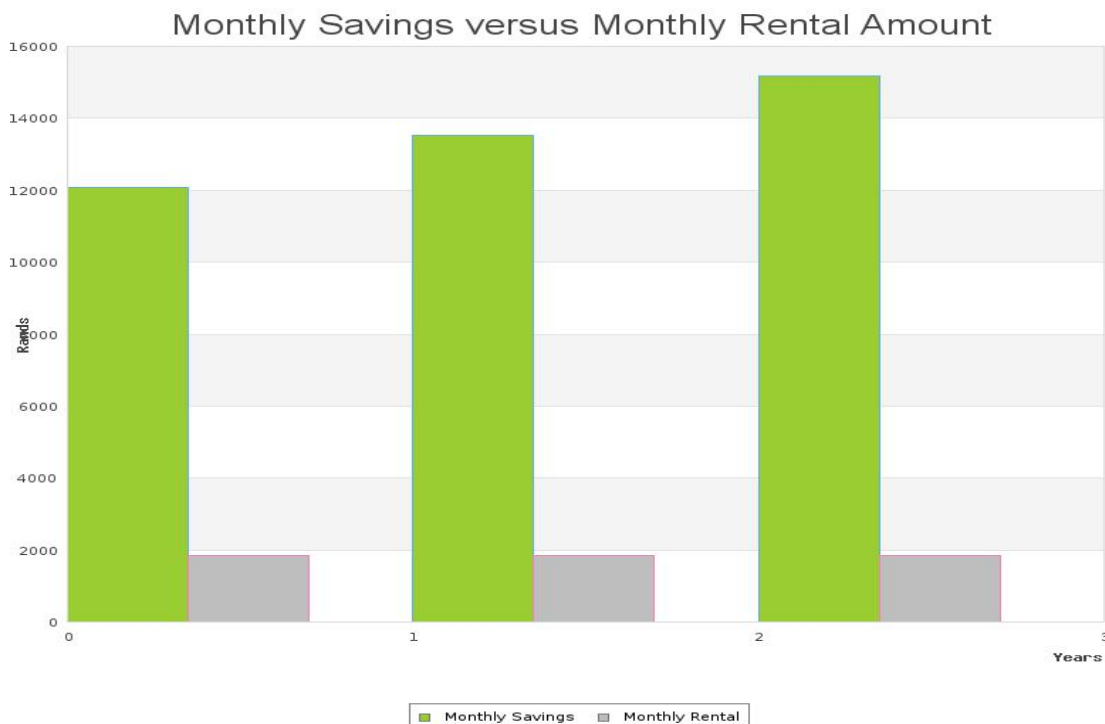
Rental Financial Analysis

Cost Overview - Rental Option

| Category | Capital | Maintenance | Total |
|----------------------|----------|-------------|----------|
| Replacement Products | R1562.56 | R196.46 | R1759.02 |
| Additional Products | R65.09 | R13.55 | R78.65 |
| Total | R1627.65 | R210.02 | R1837.67 |

Contract Overview

| Rental Term | Deposit | Monthly Rental by year |
|-------------|-----------------|---|
| 36 Months | R5,640.07 (10%) | 1: R1837.67 2: R1,837.67 3: R1,837.67 |



Rent per Month

R1,837.67 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, anton res would continue paying as much as R 1,225.95 per month for lighting. But by completing the project, this amount can decrease to as little as R 146.74 each month. Even if you rent the equipment for R1837.67 over 36 months, you end up paying only R1,984.41 monthly which, after the 36 months, becomes money in your pockets.

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Project Details

Type of Premises (Mark with x): Business Home **x** Other

| | | | |
|------------------|------------|----------------|------------------------|
| Company Name | anton res | Contact Person | Anton Ossip |
| Physical Address | athol | Telephone | 0828502872 |
| | | E-mail | antono@discovery.co.za |
| Telephone | 0117842447 | Date | 2015-08-28 |

Additional Information

| | | | |
|----------------------|-------|--------------------|-----------------------------------|
| Project Manager | qwr | Region | Commercial |
| Installer | q3re | | |
| Sales Rep | q3re | | |
| Electricity Supplier | Eskom | Type of Connection | Single Phase x Three Phase |
| Cost per kWh | R 1.2 | Meter Number | 1243 |

Consumption Data and Installation Details

| | | | |
|----------------------|-------------|----------------|-------------|
| Electricity Accounts | Travel (km) | Ceiling Height | Contingency |
| | 0 | 213.00 | 1,243.00 |

Installation **x**

Notes:

dfb

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Additional Products

| Item Code | Description | Quantity | Unit Cost | Extended Cost |
|-----------|---------------------------|----------|-----------|---------------|
| FLED20W | Aurora LED Floodlight 20W | 1 | 273.46 | 273.46 |

| | |
|---------------------------|--------|
| Total Value excluding VAT | 273.46 |
| VAT Calculated at 14% | 38.28 |
| Total Value Including VAT | 311.74 |

Scope of Works

This project entails the supply and installation of 30 efficient lighting technologies to retrofit or replace 30 inefficient lighting sources found at the premises of anton res. Measurements were done to show savings in consumption more accurately. No measurements were done, which means that all savings are based on estimated values. Work to be completed per specified location is described below.

Replacement Products

| Area | Old Technology | Quantity | Replacement Technology | Quantity | Hours Operated | Replace Fitting |
|-------------------------|-------------------------|----------|-----------------------------|----------|----------------|-----------------|
| Ground - Lounge | Halogen 50W GU10 | 8 | 4.5W LED GU10 manual dim WW | 8 | 4 | GU10 |
| Ground - Lounge | E14 - 28W - Halogen GLS | 1 | 5W Golf Ball WW E14 Dim | 1 | 4 | E14 |
| Ground - Passage | Halogen 50W GU10 | 19 | 4.5W LED GU10 manual dim WW | 19 | 4 | GU10 |
| Ground - Kitchen | E27 - 11W - CFL | 3 | 7W A60 CW E27 | 3 | 4 | E27 |
| Ground - Kitchen | B22 - 11W - CFL | 1 | 5W Golf Ball CW B22 Dim | 1 | 4 | B22 |
| Ground - Kitchen | E27 - 9W - CFL | 2 | 10W R63 CW E27 | 2 | 4 | E27 |
| Ground - Kitchen | Halogen 50W GU10 | 14 | 4.5W LED GU10 manual dim WW | 14 | 4 | GU10 |
| First Floor - Bedroom 1 | Halogen 50W GU10 | 10 | 4.5W LED GU10 manual dim CW | 10 | 4 | Downlight |
| First Floor - Bedroom 1 | Halogen 50W GU10 | 1 | 4.5W LED GU10 manual dim CW | 1 | 4 | Downlight |
| First Floor - Bedroom 1 | Halogen 50W GU10 | 2 | 4.5W LED GU10 manual dim CW | 2 | 4 | Downlight |

| | | | | | | |
|----------------------------|-------------------------|----|-----------------------------|----|---|-----------|
| Ground - dining room | E14 - 28W - Halogen GLS | 1 | 5W Golf Ball WW E14 Dim | 1 | 4 | E14 |
| Ground - dining room | Halogen 50W GU10 | 16 | 4.5W LED GU10 manual dim WW | 16 | 4 | GU10 |
| First Floor - study | Halogen 50W GU10 | 6 | 4.5W LED GU10 manual dim CW | 6 | 4 | Downlight |
| First Floor - main bedroom | Halogen 50W GU10 | 7 | 4.5W LED GU10 manual dim CW | 7 | 4 | Downlight |
| First Floor - main bedroom | E27 - 9W - CFL | 3 | 10W R63 WW E27 | 3 | 4 | E27 |
| First Floor - main bedroom | E27 - 9W - CFL | 3 | 10W R63 WW E27 | 3 | 4 | E27 |
| First Floor - main bedroom | E27 - 9W - CFL | 3 | 10W R63 CW E27 | 3 | 4 | E27 |
| First Floor - main bedroom | Halogen 50W GU10 | 12 | 4.5W LED GU10 manual dim CW | 12 | 4 | Downlight |
| First Floor - bedroom2 | Halogen 50W GU10 | 31 | 4.5W LED GU10 manual dim WW | 31 | 4 | GU10 |
| First Floor - bedroom2 | Halogen 50W GU10 | 6 | 4.5W LED GU10 manual dim CW | 6 | 4 | Downlight |

Additional Products

| Area | Old Technology | Quantity | Replacement Technology | Quantity | Hours Operated | Replace Fitting |
|------------------|---------------------|----------|---------------------------|----------|----------------|-----------------|
| Ground - outside | | 0 | Aurora LED Floodlight 20W | 0 | 0 | Flood |
| Ground - outside | Flood CFL - 1 X 45W | 2 | 20W LED Floodlight | 2 | 4 | Flood |

Quote Acceptance

I,
in my Capacity as
hereby accept the quotation submitted to me by Ellies for 30 of energy efficient lighting to the amount of R0. I understand that a 10% deposit is payable before any work will commence and that the rest of the amount will be payable upon completion of the job and signing of the jobcard below once all equipment

Signed at: _____ on this _____ day of _____

_____ for the Customer

_____ for the Company: Ellies

Terms and conditions

- This Quote is valid for a period of thirty (30) days from date hereof. Should we receive your order AFTER thirty (30) days from date hereof, we may need to adjust your pricing based on the ruling rates of exchange.
- Our proposal is based on current exchange rates.
- The scope of works may change while our contractors are on site due to changes in your requirements. Any items exceeding the above quantities will be charged separately at the same rate as detailed above.
- The estimated savings are based on operating hours given by customer and electricity bill provided.
- Should the actual design differ from the information supplied then a revised variation quote will be submitted to you.
- Our labour rates are based on normal working hours. Should you require work to be done after hours, labour will be charged at ruling overtime rates and a new quote will be supplied.
- It is the sole responsibility of the business owner to ensure that all equipment and furniture is moved so as to allow unhindered access to all required areas to complete the installation. Ellies and its representatives are fully indemnified against all responsibility arising from any damage in this regard.
- Ellies warrants, subject to our normal condition of sale which are available on request, the equipment and services
- E. and O.E.
- The installation carries a warranty for a period of twelve (12) months from the date of installation
- Lighting products carry a 3 year warranty from the date of installation..
- Should payment not be made on due date, Ellies reserves the right to remove all equipment installed and claim such damages from the client.
- Interest at 2% per month will be levied on all overdue accounts.

Additional terms and conditions if the project is paid as a full maintenance rental contract

- Ellies will endeavour to investigate and replace where necessary any Ellies installed products indicated in this quote that may fail during the duration of the contract term, within 72 hours of the fault being reported subject to any circumstances beyond our control that may prevent service delivery within the stipulated time frame. Callout operating hours Monday to Friday 08:00 - 17:00 excluding public holidays
- Additional terms and conditions are stipulated in the rental contract which must be signed in addition to this quote acceptance document.
- Contracts are subject to a 20% Deposit to be paid upfront

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Job Card

Ship To:

Company: anton res
Address: athol
Contact: Anton Ossip
Cellphone: 0828502872

Date:

This project entails the supply of 30 efficient lighting technologies to retrofit or replace 30 inefficient lighting sources found at the premises of anton res. Work to be completed per specified location is described below.

| Item Code | Description | Quantity | Unit Cost | Extended Cost |
|-------------|-----------------------------|----------|-----------|---------------|
| FLIQGU10WD | 4.5W LED GU10 manual dim WW | 97 | 118.30 | 11475.10 |
| FLCG45WE14D | 5W Golf Ball WW E14 Dim | 2 | 161.96 | 323.92 |
| FLGA60CE27 | 7W A60 CW E27 | 3 | 141.56 | 424.68 |
| FLCG45CB22D | 5W Golf Ball CW B22 Dim | 1 | 161.96 | 161.96 |
| FLAUR63CE27 | 10W R63 CW E27 | 6 | 179.96 | 1079.76 |
| FLIQGU10CD | 4.5W LED GU10 manual dim CW | 44 | 109.76 | 4829.44 |
| FLAUR63WE27 | 10W R63 WW E27 | 6 | 179.96 | 1079.76 |
| FLGA60WE27 | 7W A60 WW E27 | 1 | 141.56 | 141.56 |
| FLCG45CE27D | 5W Golf Ball CW E27 Dim | 19 | 161.96 | 3077.24 |
| FLED20W | Aurora LED Floodlight 20W | 2 | 460.76 | 921.52 |
| FLED30W | 30W LED Floodlight | 2 | 648.00 | 1296.00 |
| Labour | | 1 | 28414.2 | 28414.2 |
| Travel | | 0 | - | 0.00 |
| Crush | | - | - | 920.00 |
| Materials | | - | - | 0.00 |

| Code | Supplied | Used |
|-------------|----------|------|
| FLIQGU10WD | N/A | N/A |
| FLCG45WE14D | N/A | N/A |
| FLGA60CE27 | N/A | N/A |
| FLCG45CB22D | N/A | N/A |
| FLAUR63CE27 | N/A | N/A |
| FLIQGU10CD | N/A | N/A |
| FLAUR63WE27 | N/A | N/A |
| FLGA60WE27 | N/A | N/A |
| FLCG45CE27D | N/A | N/A |
| FLED20W | N/A | N/A |
| FLED30W | N/A | N/A |

| | |
|---------------------------|-----------|
| Total Value excluding VAT | 54,145.14 |
| VAT Calculated at 14% | 7,580.32 |
| Total Value Including VAT | 61,725.46 |

Project signed off on:

For Customer Anton Ossip:

For Installer:

Stock used and returned to be indicated above.
At least 5 pictures to be taken on site.
Customer and Installer to sign completed Job Card.