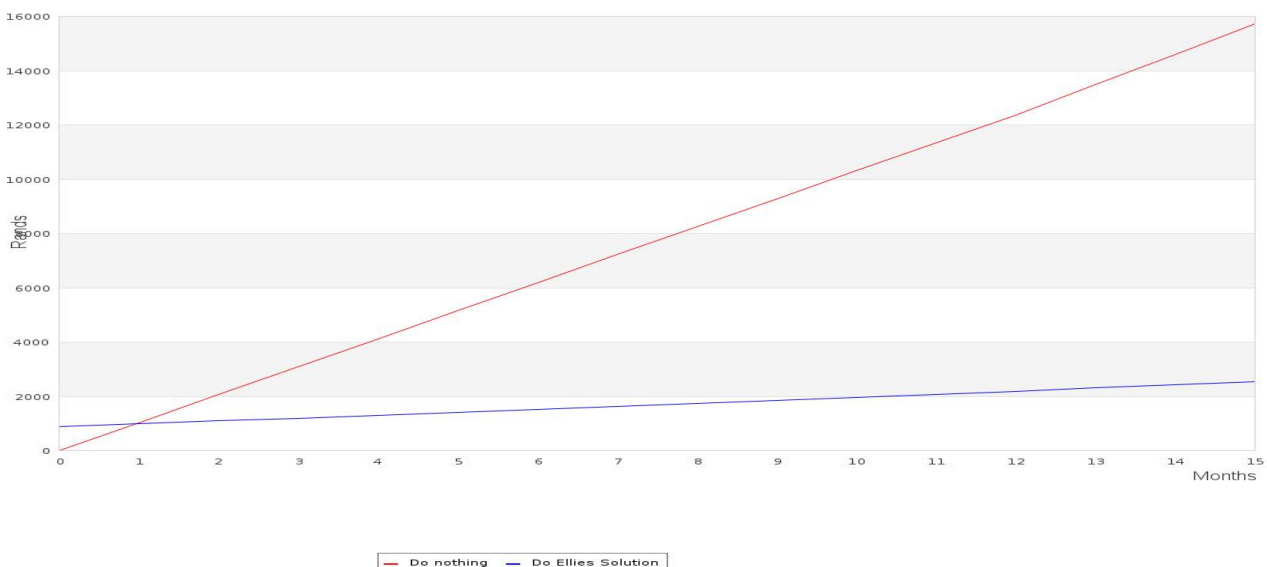




Cash Financial Analysis

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

Demand for Lighting per hour		Electricity Consumption per day		Monthly Cost	
Before	After	Before	After	Before	After
1,031 kW	110 kW	24 kWh	2640 kWh	R 1,237.60	R 131.77
Project Cost ex VAT		Expected Monthly Saving		% Saving	
R 10,830.84		R 1,105.83		89%	



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
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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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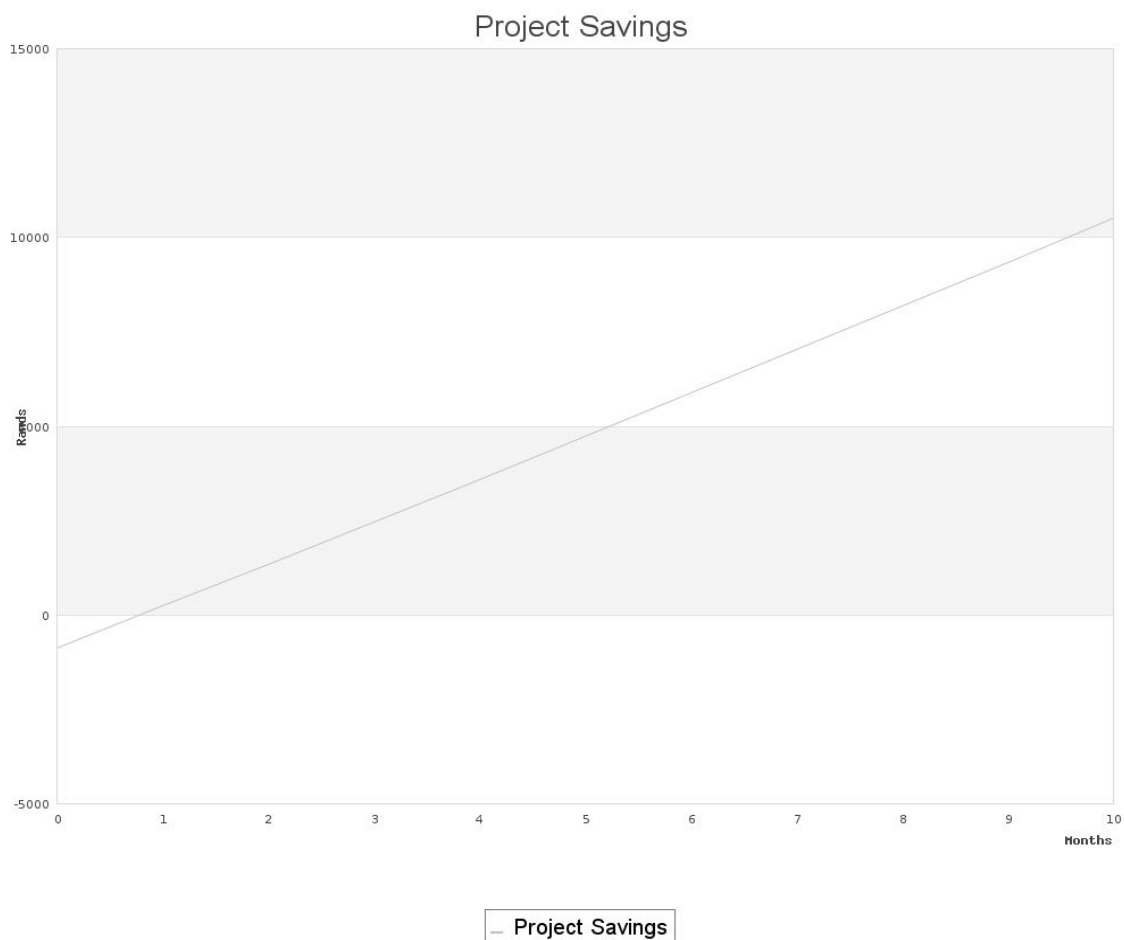
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Replacement Items Overview

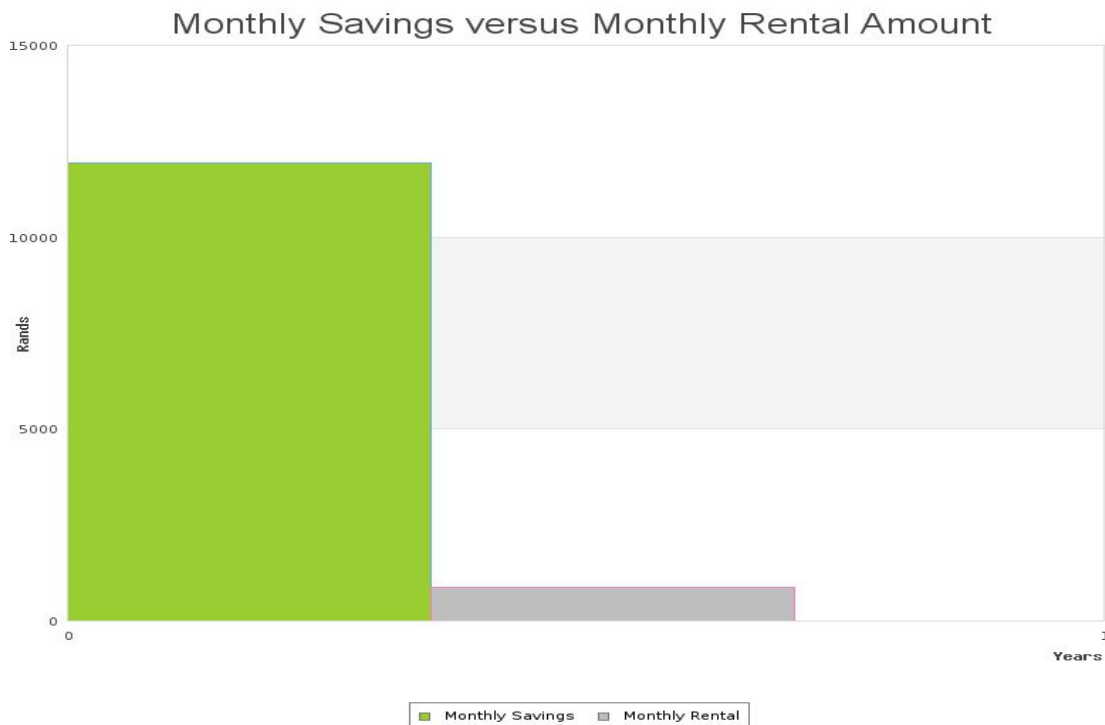
Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
9.79 Months	R1,105.83	89%	R 67,018.86

Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R10,830.84	R0.00	R10,830.84
Additional Products	R23.00	R0.00	R23.00
Total	R10,853.84	R0.00	R10,853.84



Rental Financial Analysis



Rent per Month

R870.00 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, Paw Clean Energy would continue paying as much as R 1,237.60 per month for lighting. But by completing the project, this amount can decrease to as little as R 131.77 each month. Even if you rent the equipment for R870.00 over 36 months, you end up paying only R1,001.77 monthly which, after the 36 months, becomes money in your pockets.

Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R855.03	R6.58	R861.61
Additional Products	R1.82	R6.58	R8.39
Total	R856.85	R13.16	R870.00

Contract Overview

Rental Term	Deposit	Monthly Rental by year
12 Months	R1,085.38 (10%)	1: R870.00

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Project Details

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

Company Name	Paw Clean Energy	Contact Person	Sibusiso Silokazi
Physical Address	4 Chroom Street	Telephone	0824459969
		E-mail	silokazi@yahoo.com
Telephone	0113978609	Date	2015-08-12

Additional Information

Project Manager	John Doe	Region	Green Franchise 1
Installer	John Doe		
Sales Rep	John Doe		
Electricity Supplier	Eskom	Type of Connection	Single Phase x Three Phase
Cost per kWh	R 1.2	Meter Number	123

Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	0	11.00	1.00

Installation **x**

Notes:

None

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Additional Products

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLAUG45CE27	5W G45 E27 CW	1	0	0

Total Value excluding VAT	0.00
VAT Calculated at 14%	0.00
Total Value Including VAT	0.00

Scope of Works

This project entails the supply and installation of 4 efficient lighting technologies to retrofit or replace 4 inefficient lighting sources found at the premises of Paw Clean Energy. 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 - Entrance	GU10 - 50W - 230V	20	4.5W GU10 IQ WW	20	10	GU10
Ground - Entrance	B22 - 100W	8	9W A19 B22 CW	8	10	B22
Ground - outside area	MH - 400W - Floodlight	4	50W FLOODLIGHT	4	10	FLOOD

Additional Products

Area	Old Technology	Quantity	Replacement Technology	Quantity	Hours Operated	Replace Fitting
Ground - outside area		0	5W G45 E27 CW	0	0	E27

Quote Acceptance

I,
in my Capacity as
hereby accept the quotation submitted to me by Ellies for 4 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: None
Address: 4 Chroom Street
Contact: Sibusiso Silokazi
Cellphone: 0824459969

Date:

This project entails the supply of 4 efficient lighting technologies to retrofit or replace 4 inefficient lighting sources found at the premises of . Work to be completed per specified location is described below.

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLIQGU10WD	4.5W GU10 IQ WW	20	170.87	3
FLIQA19B22CD	9W A19 B22 CW	8	194.94	1
FLED50W	50W FLOODLIGHT	4	1463.48	5
FLAUG45CE27	5W G45 E27 CW	0	23.00	23.00
Labour		1	0	0
Travel(Charged at R0.67 per km)		0	-	0.00
Crush		-	-	0.00
Materials		-	-	0.00

Code	Supplied	Used
FLIQGU10WD	N/A	N/A
FLIQA19B22CD	N/A	N/A
FLED50W	N/A	N/A
FLAUG45CE27	N/A	N/A

Total Value excluding VAT	10,853.84
VAT Calculated at 14%	1,519.54
Total Value Including VAT	12,373.38

Project signed off on:

For Customer Sibusiso Silokazi:

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.