

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
0.068 kWh	0.007 kWh

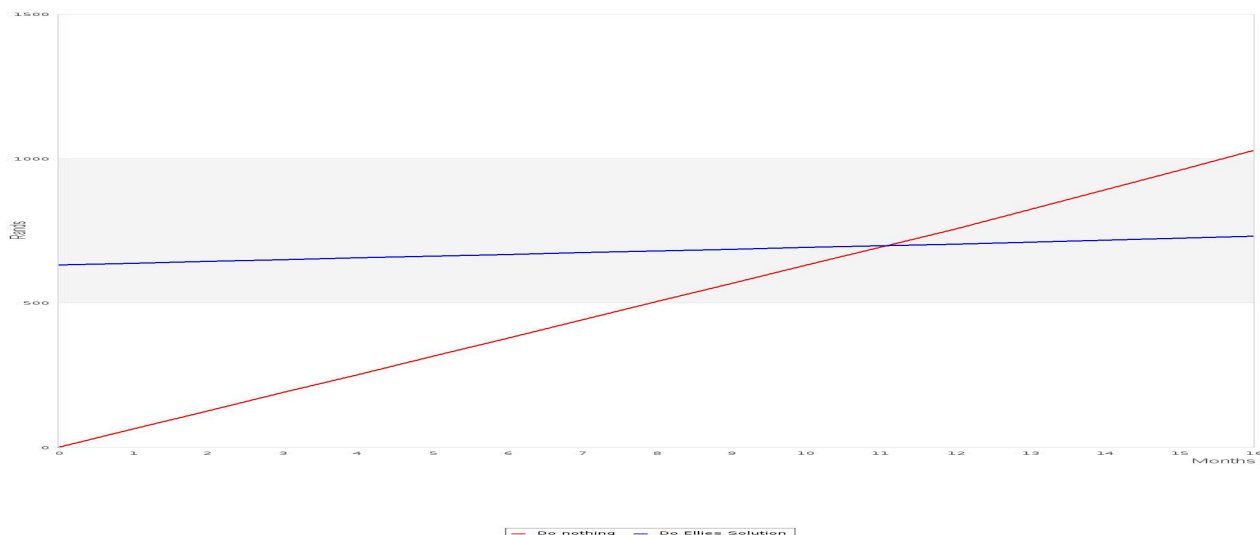
Electricity Consumption per day	
Before	After
1.644 kWh	0.158 kWh

Monthly Cost	
Before	After
R 62.50	R 6.00

Project Cost ex VAT
R 631.75

Expected Monthly Saving
R 56.50

% Saving
90%



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

JOHANNESBURG

Cnr. Eloff and Wrighboag Street
Village Deep
JOHANNESBURG
2001
Tel: 011 493 0344
Fax: 011 493 3027

VAT No: 4240171472
Reg No: 2007/011513/07

PO Box 57076
SPRINGFIELD
2137

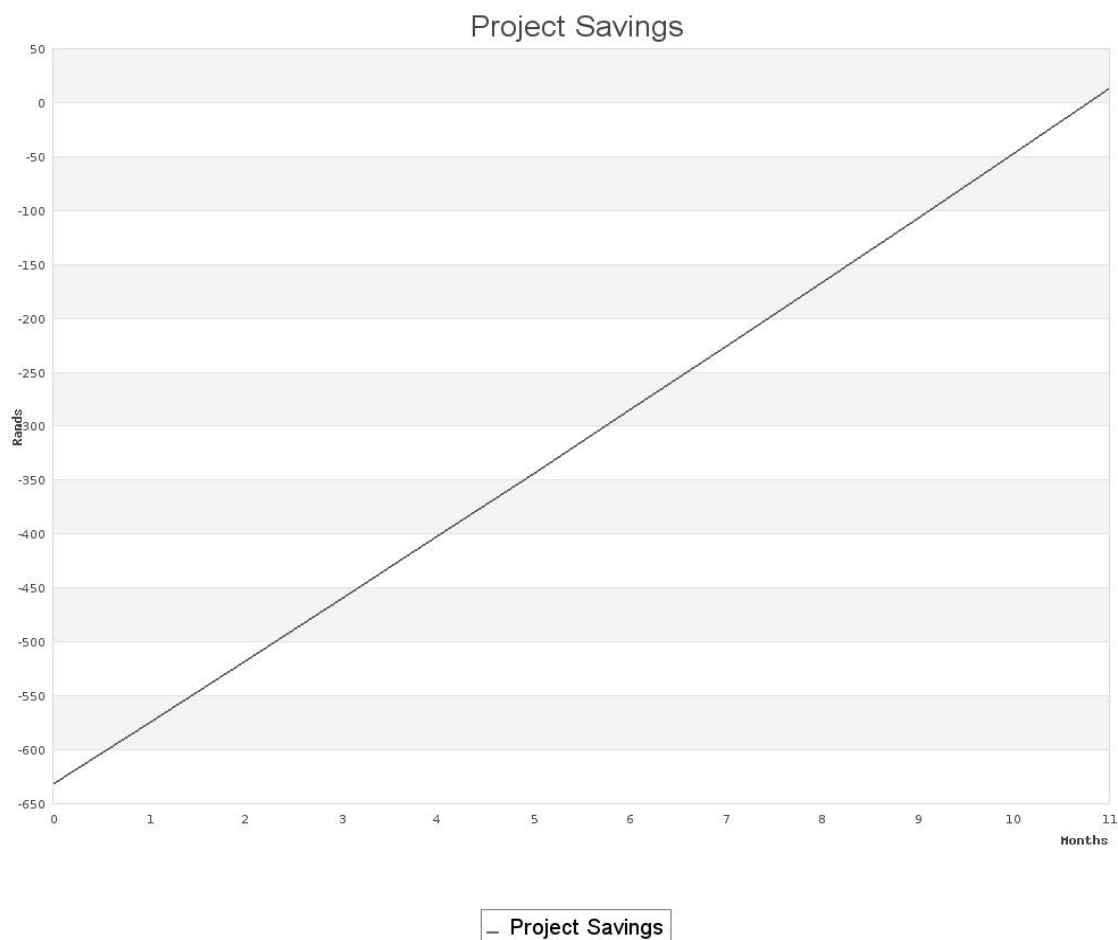
www.ellies.co.za

Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
11.18 Months	R56.50	90%	R 3,425.88

Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R0.00	R631.75	R631.75
Additional Products	R0.00	R0.00	R0.00
Total	R0.00	R631.75	R631.75



JOHANNESBURG

Cnr. Eloff and Wrighboag Street
Village Deep
JOHANNESBURG
2001
Tel: 011 493 0344
Fax: 011 493 3027

VAT No: 4240171472
Reg No: 2007/011513/07

PO Box 57076
SPRINGFIELD
2137

www.ellies.co.za

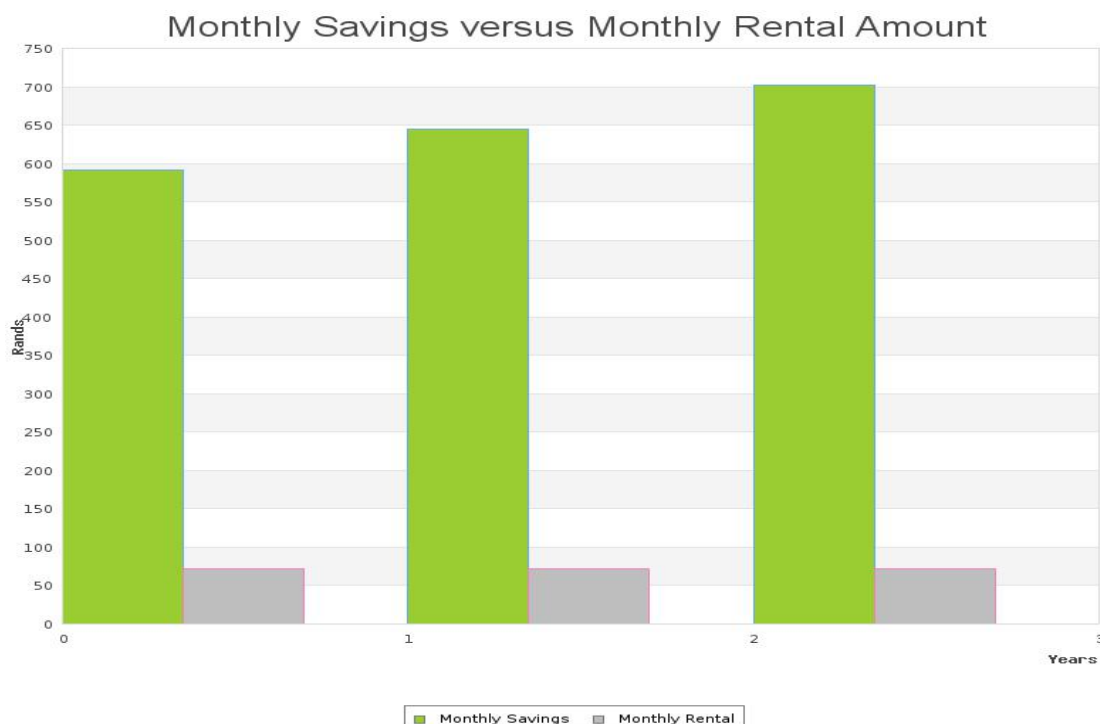
Rental Financial Analysis

Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R18.23	R53.40	R71.63
Additional Products	R0.00	R0.00	R0.00
Total	R18.23	R53.40	R71.63

Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R63.18 (10%)	1: R71.63 2: R71.63 3: R71.63



Rent per Month

R71.63 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, Home Company would continue paying as much as R 62.50 per month for lighting. But by completing the project, this amount can decrease to as little as R 6.00 each month. Even if you rent the equipment for R71.63 over 36 months, you end up paying only R77.63 monthly which, after the 36 months, becomes money in your pockets.

JOHANNESBURG

Cnr. Eloff and Wrighboag Street
Village Deep
JOHANNESBURG
2001
Tel: 011 493 0344
Fax: 011 493 3027

VAT No: 4240171472
Reg No: 2007/011513/07

PO Box 57076
SPRINGFIELD
2137

www.ellies.co.za

Project Details

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

Company Name	Home Company	Contact Person	Fred Flinstone
Physical Address	2016 test street	Telephone	0953512594
		E-mail	fredingstone@bedrock.co.za
Telephone	0987456321	Date	2016-01-29

Additional Information

Project Manager	None	Region	Commercial
Installer	None		
Sales Rep	None		
Electricity Supplier	Other	Type of Connection	Single Phase Three Phase
Cost per kWh	R 1.25	Meter Number	None

Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	8000	0.00	0.00

Installation ☒

Notes:

None

JOHANNESBURG

Cnr. Eloff and Wrighboag Street
Village Deep
JOHANNESBURG
2001
Tel: 011 493 0344
Fax: 011 493 3027

VAT No: 4240171472
Reg No: 2007/011513/07

PO Box 57076
SPRINGFIELD
2137

www.ellies.co.za

Scope of Works

This project entails the supply and installation of 2 efficient lighting technologies to retrofit or replace 2 inefficient lighting sources found at the premises of Home Company. 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

Quote Acceptance

I,
in my Capacity as
hereby accept the quotation submitted to me by Ellies for 2 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

- The estimates generated from the Ellies Customised Energy Audit are indicative estimates, are based solely on information provided by the customer and should not be considered to be warranted as accurate. This type of information includes information on existing technologies and usage profiles (which includes existing technology durations used, daily frequency of usage and litre measurements for water products). The onus to ensure that the correctness of the information entered into the Ellies Customised Energy Audit rests entirely with the customer.
- Manufacturer's stated specifications in respect of proposed replacement products may vary.
- The quality experience of the replacement product suggested may not be exactly like-for-like. For example, the lumen output may be reduced and other factors such as beam angle, light temperature/colour and perceived light quality may be different.
- Lamp lifetime of the replacement product, as stated on the packaging, will be affected by variations in mains voltage and frequency.
- Excessive repetitive use (e.g. frequent repetitive on/off cycles) of the replacement product will adversely affect the performance and lifespan of the product.
- Certain lighting products are not suitable for use in circuits with dimmers.
- Ellies is not responsible for product failures/reduced performance on replacement products caused by any external factors including faulty wiring, poor installation, faulty ancillary equipment or incorrect application of product.
- All electrical installations and modifications must be carried out by a qualified electrician - in accordance with South African regulations.
- By using all replacement technologies you agree to all exclusions and limitations of liability stated herein and accept them as reasonable.
- This disclaimer notice shall be interpreted and governed by South African law, and any disputes in relation to it are subject to the jurisdiction of the South African Courts
- The products provided by Ellies are on an "As Is" basis and disclaim any warranty of any kind imputed by the laws of any jurisdiction, whether express or implied, as to any matter whatsoever relating to the service and sale of any of Ellies products including, without limitation the implied warranties of merchantability, fitness for a particular purpose and non-infringement.
- Use of the product is at the customer's own risk. The data and information provided is not advice, professional or otherwise, and should not be relied upon as such.
- The replacement technologies (products) discussed or recommended by Ellies, directly or indirectly to customers may not be suitable to all customers. Customers must make their own decisions based on

JOHANNESBURG

VAT No: 4240171472
Reg No: 2007/011513/07

Cnr. Eloff and Wrigthboag Street
Village Deep
JOHANNESBURG
2001
Tel: 011 493 0344
Fax: 011 493 0347

PO Box 57076
SPRINGFIELD
2137
www.ellies.co.za

their own needs and requirements, notwithstanding.

- The information contained herein relating to Ellies replacement technologies (products) is believed to be reliable but Ellies do not warrant its completeness or accuracy.

- Customers are advised to ultimately rely on their own judgment when making purchasing decisions.

- Ellies along with its directors, employees, associates or other representatives and its affiliates shall not be liable for damages or injury arising out of or in connection with the use of the replacement technologies (products referred to herein,) including non-availability, direct, indirect or consequential damages, work stoppage, or interruption of business, arising out of or relating in any way to the product, from or relating to any of the products offered by Ellies

Ship To:

Date:

Company Name: Home Company	Address: 2016 Quality Street	Contact: Fred Flinstone	Cellphone: 0958512594	With permission, the supplier is obliged to retro-fit or replace 2 inefficient lighting sources found at the premises of Home Company. Work to be completed per specified location is described below.
----------------------------	------------------------------	-------------------------	-----------------------	--

- Any display, description or references to any of Ellies replacement technology products offered to customers shall not constitute an endorsement by Ellies.

- Ellies does not warrant the accuracy or completeness of the products or the reliability of any advice, opinion or other information stated by or through Ellies. The customer acknowledges that any reliance on

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLAUR63WE27	10W R63 WW E27	5	0.00	0.00
FL14INTDL	Ellies reserves the right to effect price changes to all replacement technology products at any time it's deemed appropriate and such price changes may vary from store to store.		543.75	543.75
Labour		8000	-	88.00
Travel	Additional terms and conditions if the project is paid as a full maintenance rental contract	-	-	0.00
Crush		-	-	0.00
Materials		-	-	0.00

Code	Supplied	Used
FLAUR63WE27	N/A	N/A
FL14INTDL	N/A	N/A

Total Value excluding VAT	631.75
VAT Calculated at 14%	88.45
Total Value Including VAT	720.20

Project signed off on:

For Customer Fred Flinstone:

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.