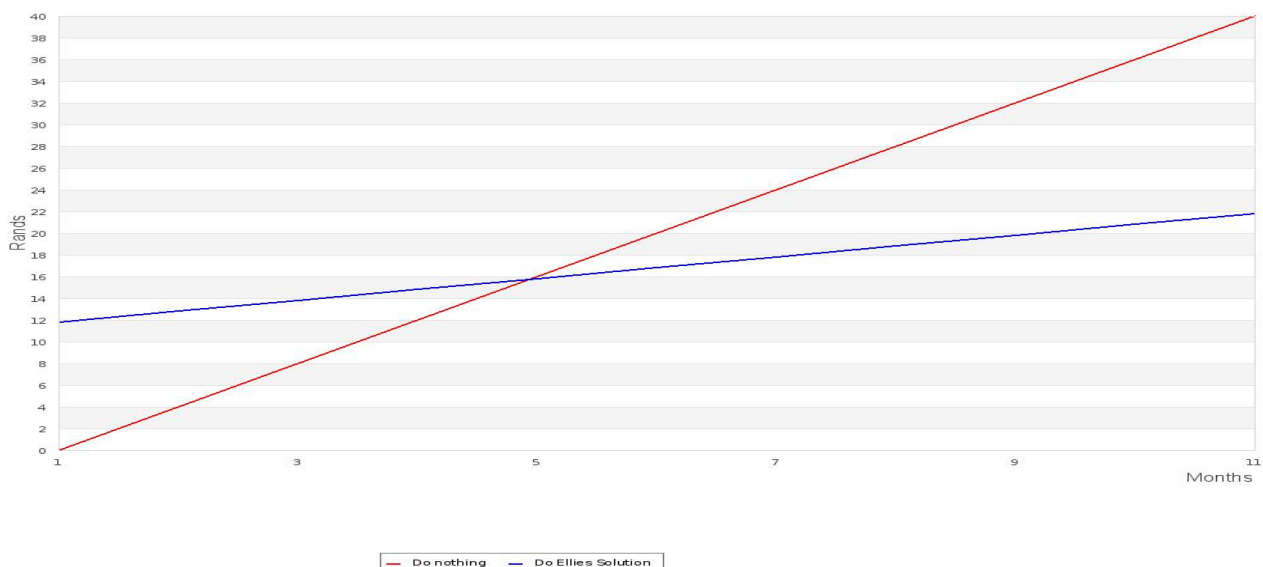


Cash Financial Analysis

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
4 kW	1 kW	96 kWh	24 kWh	R 5.10	R 0.73
Project Cost ex VAT		Expected Monthly Saving		% Saving	
R 20.00		R 4.37		86%	



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

0.036 kWh



4ft LED Tube
20W

0.020 kWh



Incandescent Lamp
60W

0.060 kWh



A60 LED Lamp
7W

0.007 kWh



Halogen Lamp
50W

0.050 kWh



LED Lamp
6W

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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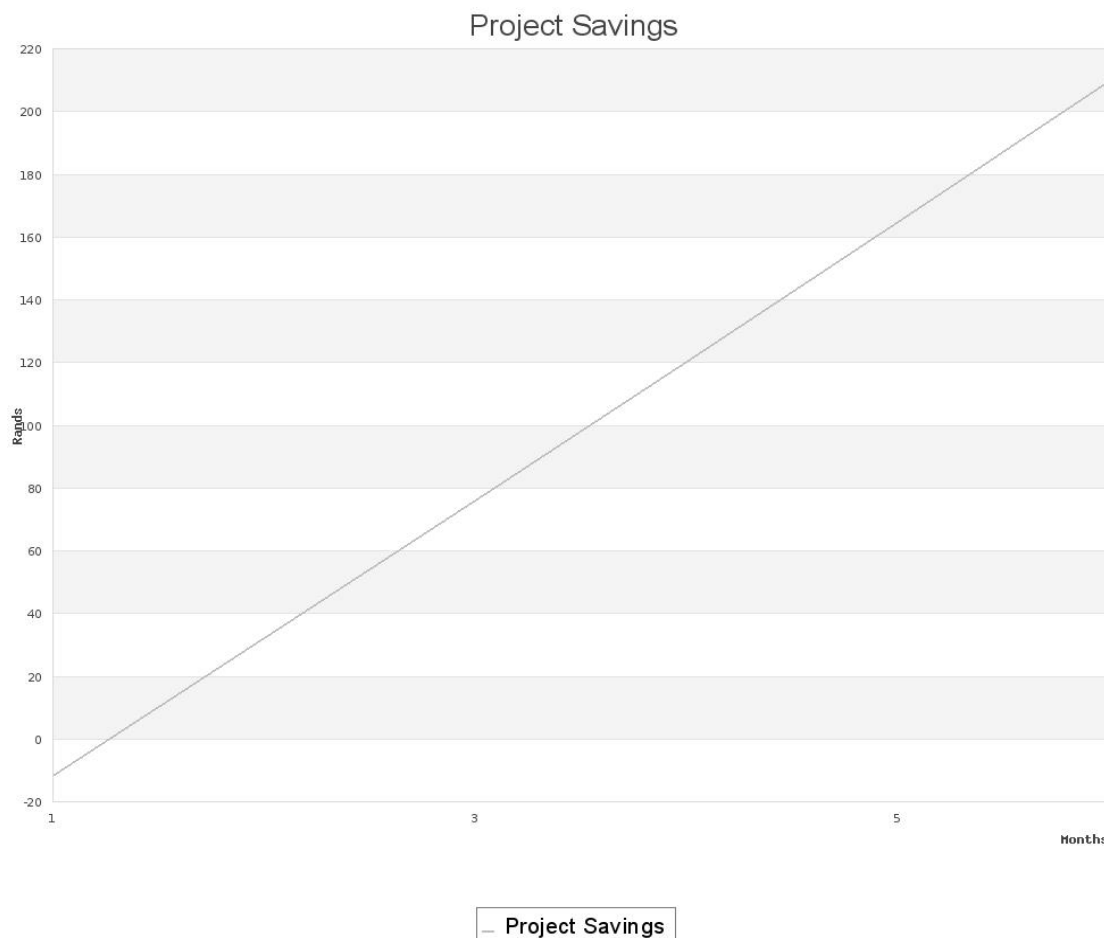
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Replacement Items Overview

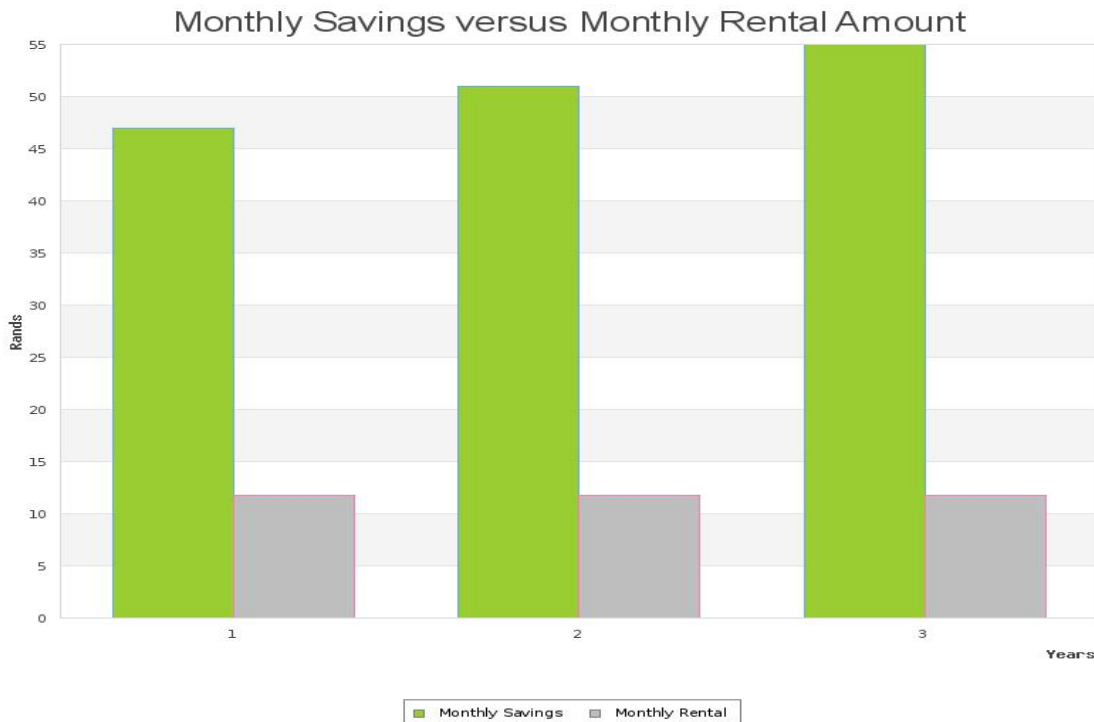
Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
4.58 Months	R4.37	86%	R 287.50

Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R20.00	R0.00	R20.00
Additional Products	R0.00	R0.00	R0.00
Total	R20.00	R0.00	R20.00



Rental Financial Analysis



Rent per Month

R11.80 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, test would continue paying as much as R 5.10 per month for lighting. But by completing the project, this amount can decrease to as little as R 0.73 each month. Even if you rent the equipment for R11.80 over 36 months, you end up paying only R12.53 monthly which, after the 36 months, becomes money in your pockets.

Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R0.58	R11.22	R11.80
Additional Products	R0.00	R0.00	R0.00
Total	R0.58	R11.22	R11.80

Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R2.00 (10%)	1: R11.80 2: R11.80 3: R11.80

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Project Details

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

Company Name	test	Contact Person	greencustomer test
Physical Address	testgreen2	Telephone	0789654123
		E-mail	green@test.test
Telephone	0789654123	Date	2015-07-30

Additional Information

Project Manager	None	Region	Green Franchise 1
Installer	None		
Sales Rep	None		
Electricity Supplier	Eskom	Type of Connection	<input type="checkbox"/> Single Phase <input type="checkbox"/> Three Phase
Cost per kWh	R 1.2	Meter Number	None

Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	20000	0.00	0.00

Installation ☒

Notes:

None

Scope of Works

This project entails the supply and installation of 1 efficient lighting technologies to retrofit or replace 1 inefficient lighting sources found at the premises of test. 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.

Area	Old Technology	Quantity	Replacement Technology	Quantity	Hours Operated	Replace Fitting
Ground - Reception	E14 - 35W - Candle	1	5W C37 E14 WW	1	4	E14

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Quote Acceptance

I,
in my Capacity as
hereby accept the quotation submitted to me by Ellies for 1 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

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

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Job Card

Ship To:

Company: None
Address: testgreen2
Contact: greencustomer test
Cellphone: 0789654123

Date:

This project entails the supply of 1 efficient lighting technologies to retrofit or replace 1 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
FLAUC37WE14	5W C37 E14 WW	1	20.00	20.00
Labour		1	0	0
Travel(Charged at R0.67 per km)		20000	-	0.00
Crush		-	-	0.00
Materials		-	-	0.00

Code	Supplied	Used
FLAUC37WE14	N/A	N/A

Total Value excluding VAT	20.00
VAT Calculated at 14%	2.80
Total Value Including VAT	22.80

Project signed off on:

For Customer greencustomer test:

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.