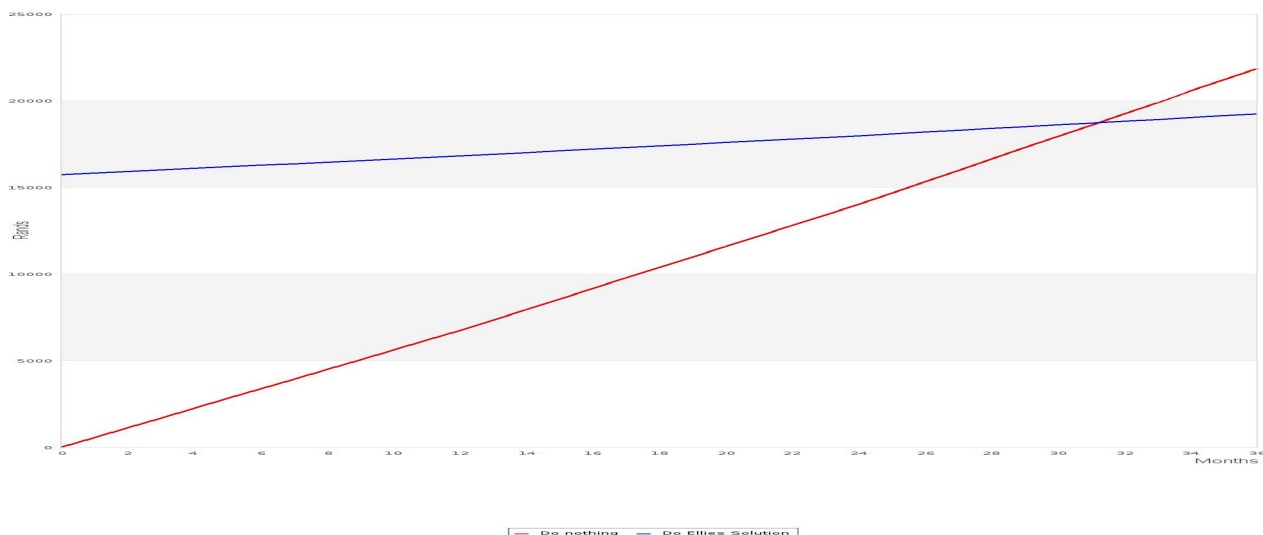




## Cash Financial Analysis

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
0.427 kWh	0.068 kWh	10.248 kWh	1.644 kWh	R 561.06	R 89.99
Project Cost ex VAT		Expected Monthly Saving		% Saving	
R 15,738.90		R 471.06		84%	



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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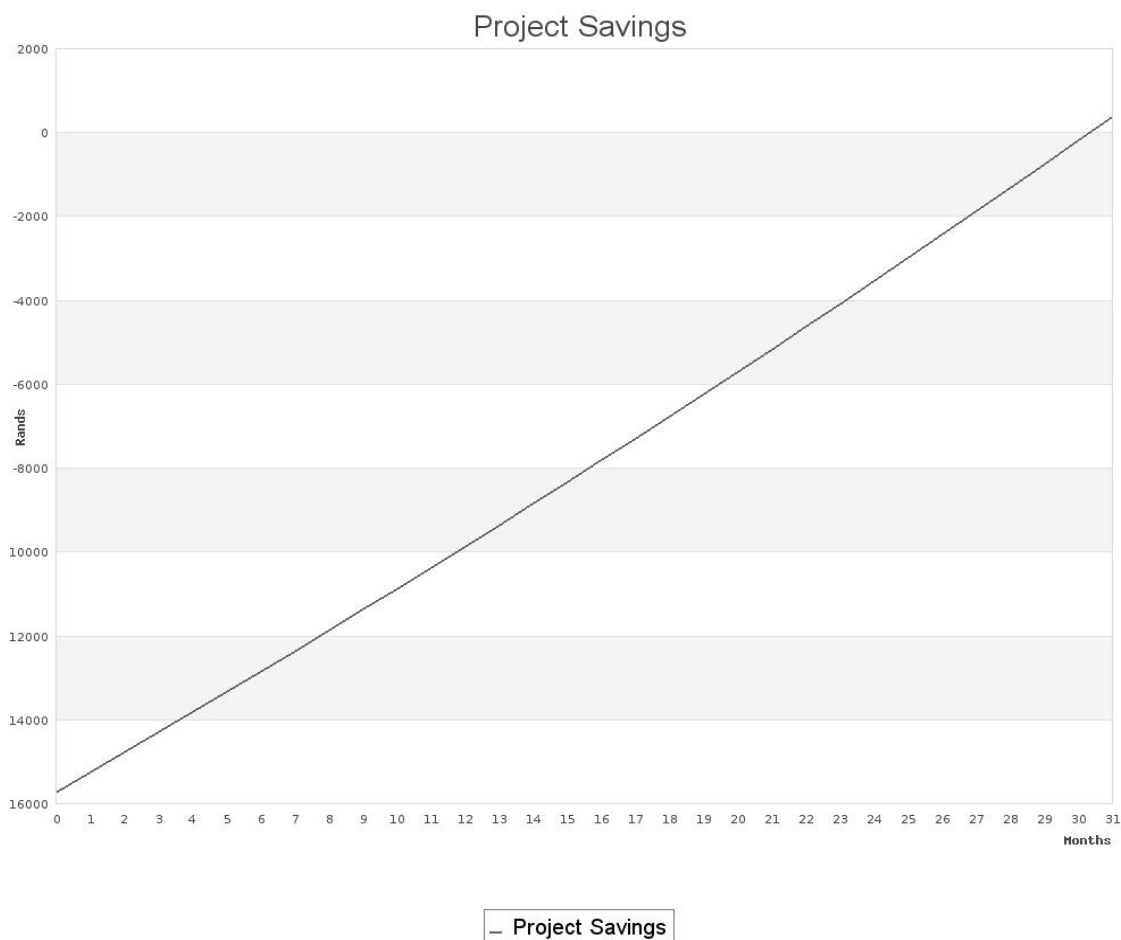
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## Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
31.25 Months	R471.06	84%	R 17,423.35

## Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R5,738.90	R10,000.00	R15,738.90
Additional Products	R707.80	R3,217.50	R3,925.30
Total	R6,446.70	R13,217.50	R19,664.20



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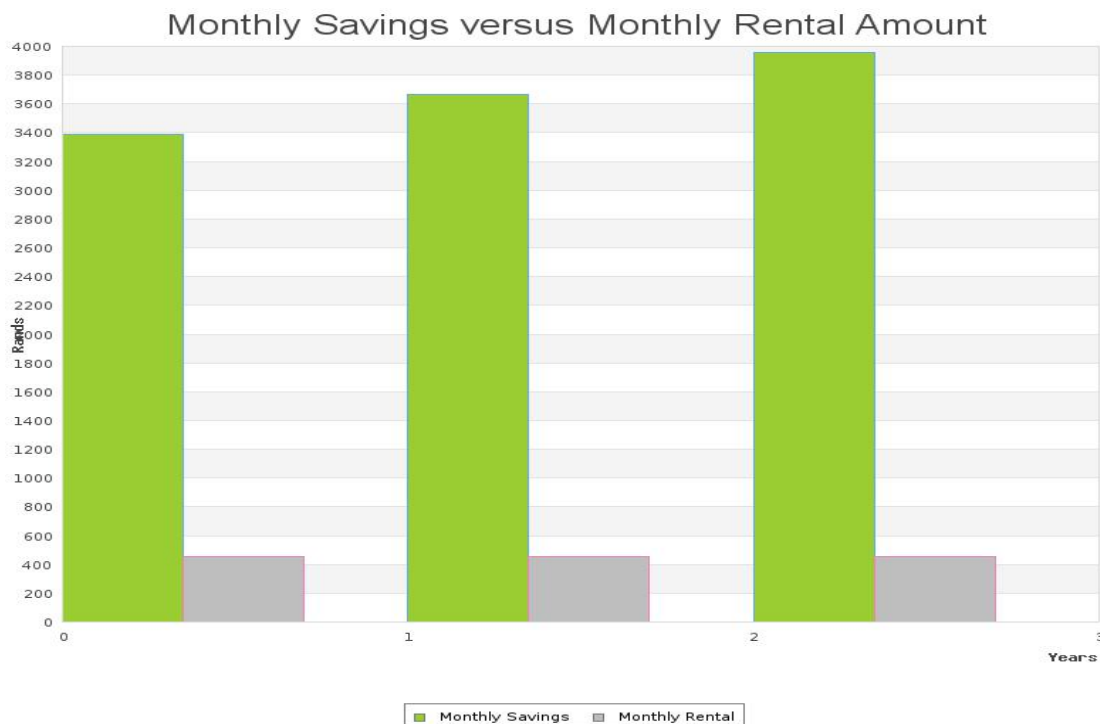
## Rental Financial Analysis

### Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R353.27	R6.58	R359.85
Additional Products	R88.11	R5.74	R93.85
Total	R441.38	R12.33	R453.70

### Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R5,899.26 (30%)	1: R453.70 2: R453.70 3: R453.70



### Rent per Month

R453.70 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, Ellies would continue paying as much as R 561.06 per month for lighting. But by completing the project, this amount can decrease to as little as R 89.99 each month. Even if you rent the equipment for R453.70 over 36 months, you end up paying only R543.69 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    ☐    Other    ☐

Company Name	Ellies	Contact Person	Ellies Bloemfontein
Physical Address	office	Telephone	+27514035200
		E-mail	tian@elliesblm.co.za
Telephone	0514035200	Date	2016-08-29

## 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 1.8	Meter Number	None

## Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	367158	0.00	0.00

Installation    ☒

Notes:

None

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## Additional Products

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLGA60CB22	7W A60 CW B22	1	90.13	90.13

Total Value excluding VAT	90.13
VAT Calculated at 14%	12.62
Total Value Including VAT	102.75

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## Scope of Works

This project entails the supply and installation of 5 efficient lighting technologies to retrofit or replace 5 inefficient lighting sources found at the premises of Ellies. 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

## Additional Products

Area	Old Technology	Quantity	Replacement Technology	Quantity	Hours Operated	Replace Fitting
Ground Floor - Kitchen		0	7W A60 CW B22	5	0	B22



## Quote Acceptance

I,  
in my Capacity as  
hereby accept the quotation submitted to me by Ellies for 5 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: Ellies  
Address: office  
Contact: Ellies Bloemfontein  
Cellphone: +27514035200

### Date:

This project entails the supply of 5 efficient lighting technologies to retrofit or replace 5 inefficient lighting sources found at the premises of Ellies. Work to be completed per specified location is described below.

Item Code	Description	Quantity	Unit Cost	Extended Cost
FL9INTDL	9W int LED Downlight 9W DL	10	245.00	2450.00
FLAUPAR38W	16W PAR38 Warm White E27	2	389.00	778.00
FLIQ24T8DL	24W LED T8 1500mm 5ft DL	5	340.18	1700.90
FL5INTW	5W int LED Downlight 5W WW	4	202.50	810.00
FLGA60CB22	7W A60 CW B22	5	141.56	707.80
Labour		1	5000	5000
Travel		367158	-	5,000.00
Crush		-	-	0.00
Materials		-	-	0.00

Code	Supplied	Used
FL9INTDL	N/A	N/A
FLAUPAR38W	N/A	N/A
FLIQ24T8DL	N/A	N/A
FL5INTW	N/A	N/A
FLGA60CB22	N/A	N/A

Total Value excluding VAT	11,451.70
VAT Calculated at 14%	1,603.24
Total Value Including VAT	13,054.94

**Project signed off on:**

**For Customer Ellies Bloemfontein:**

**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.