

## 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
1,013 kW	146 kW

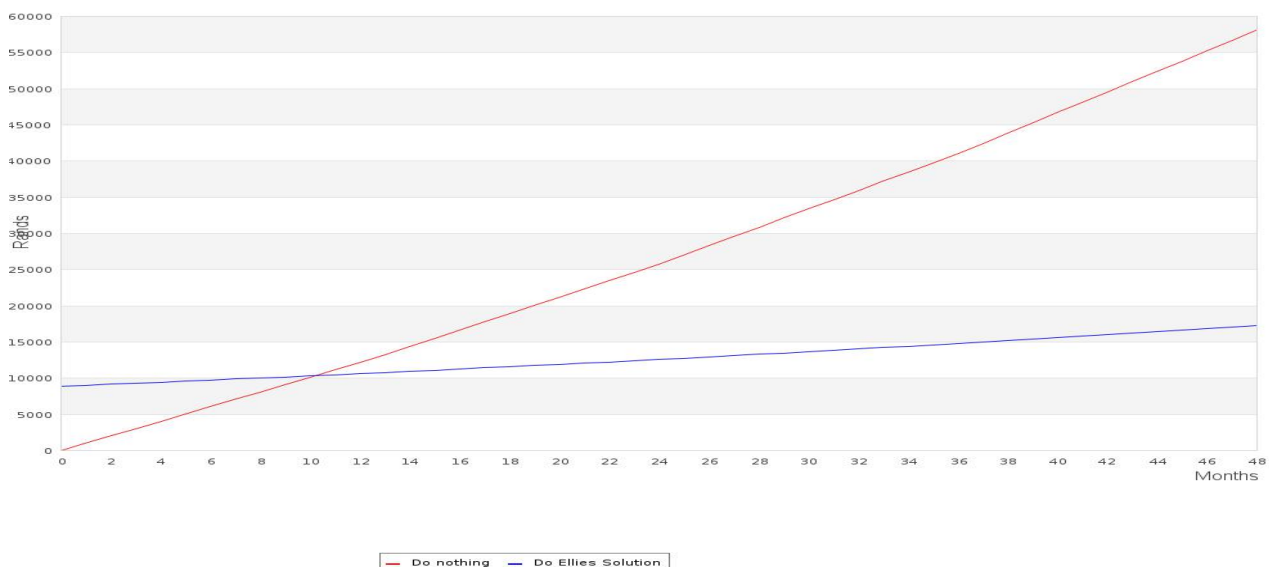
Electricity Consumption per day	
Before	After
24 kWh	3504 kWh

Monthly Cost	
Before	After
R 1,215.76	R 175.45

Project Cost ex VAT
R 52,153.82

Expected Monthly Saving
R 1,040.30

% Saving
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**



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

## JOHANNESBURG

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2001  
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Reg No: 2007/011513/07

PO Box 57076  
SPRINGFIELD  
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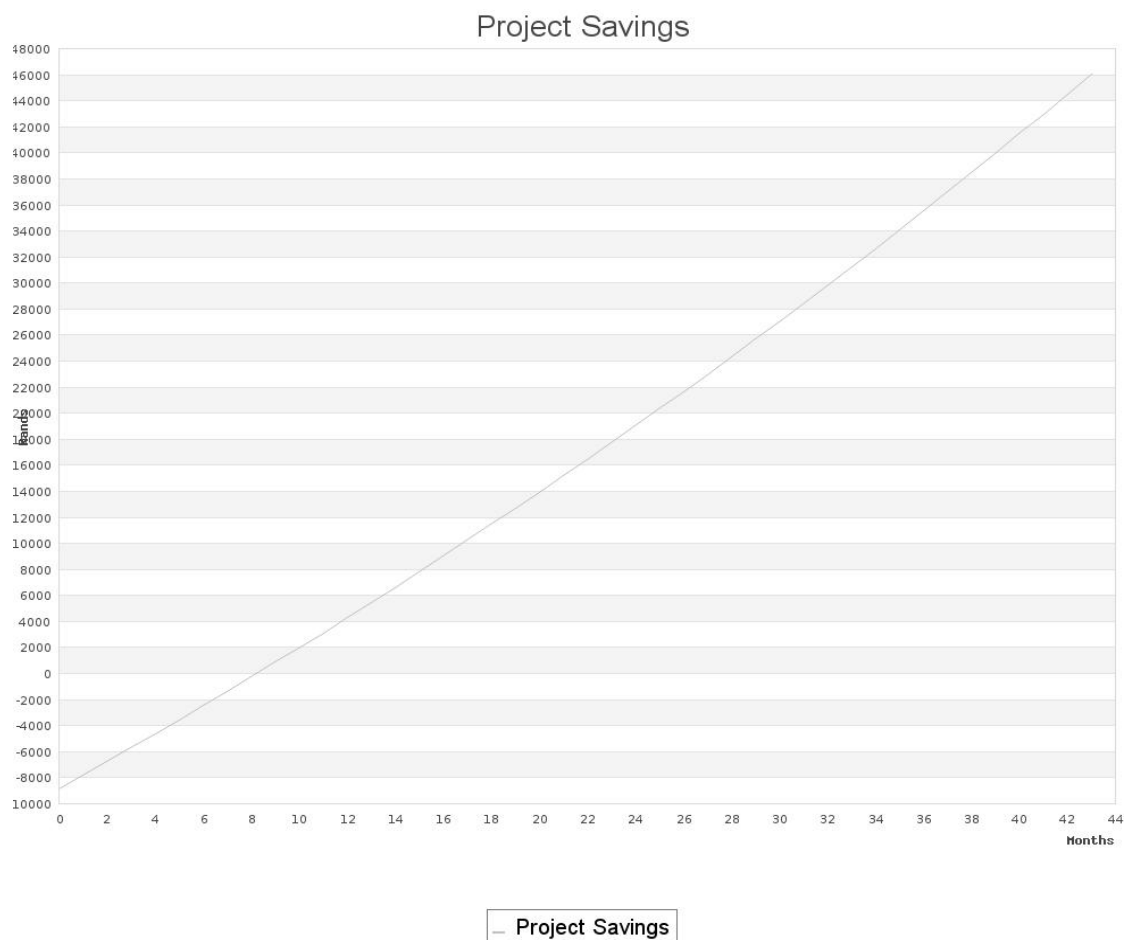
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## Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
42.86 Months	R1,040.30	86%	R 27,152.67

## Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R46,238.82	R5,915.00	R52,153.82
Additional Products	R921.52	R1,334.00	R2,255.52
Total	R47,160.34	R7,249.00	R54,409.34



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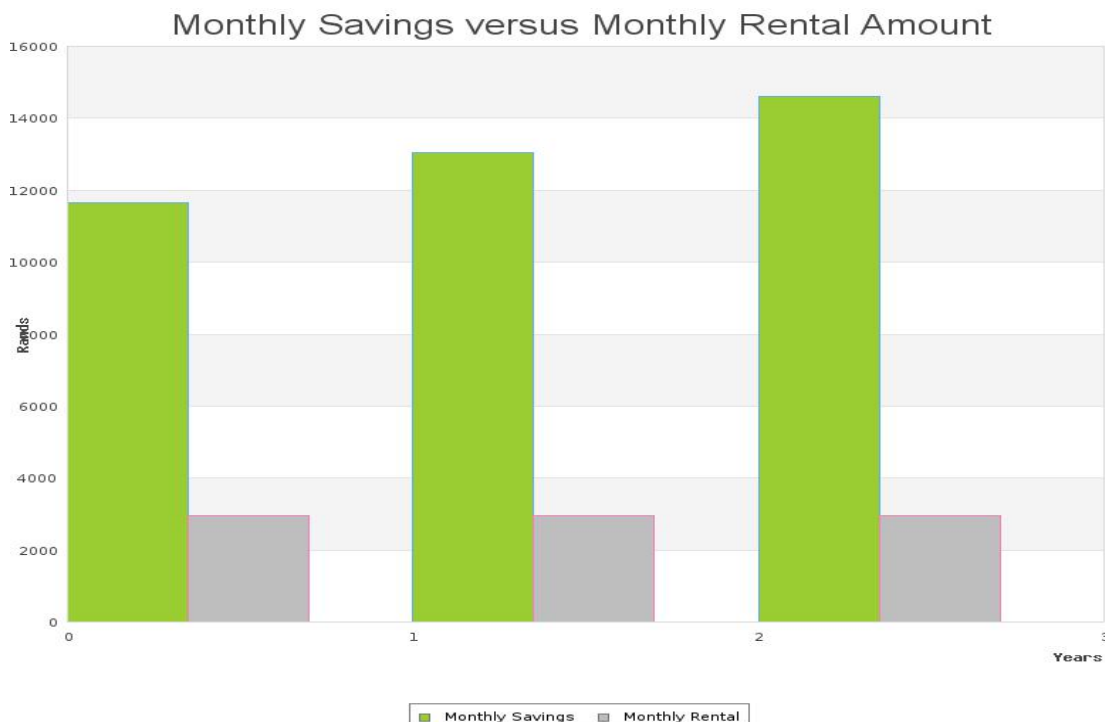
## Rental Financial Analysis

### Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R1505.09	R1317.97	R2823.06
Additional Products	R65.09	R62.21	R127.30
Total	R1570.18	R1380.18	R2950.36

### Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R5,440.93 (10%)	1: R2950.36 2: R2,950.36 3: R2,950.36



### Rent per Month

R2,950.36 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 1,215.76 per month for lighting. But by completing the project, this amount can decrease to as little as R 175.45 each month. Even if you rent the equipment for R2950.36 over 36 months, you end up paying only R3,125.81 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	2015-08-24

## Additional Information

Project Manager	xdfg	Region	Commercial
Installer	dxgv		
Sales Rep	dgs		
Electricity Supplier	Eskom	Type of Connection	Single Phase      Three Phase <b>x</b>
Cost per kWh	R 1.2	Meter Number	466

## Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	0	45.00	343.00
	Installation <b>x</b>		

Notes:

None

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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 29 efficient lighting technologies to retrofit or replace 29 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	GU10 - 1 X 50W - Recessed	19	9W int LED Downlight 9W CW	19	4	Downlight
Ground - Kitchen	GU10 - 1 X 50W - Recessed	14	9W int LED Downlight 9W CW	14	4	Downlight
Ground - Kitchen	E27 - 9W - CFL	2	10W R63 CW E27	2	4	E27
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
First Floor - Bedroom 1	GU10 - 1 X 50W - Recessed	10	5W adjust LED Downlight DL	10	4	Downlight
First Floor - Bedroom 1	GU10 - 1 X 50W - Recessed	2	9W int LED Downlight 9W CW	2	4	Downlight
Ground - dining room	GU10 - 1 X 50W - Recessed	16	5W adjust LED Downlight DL	16	4	Downlight

Ground - dining room	E14 - 28W - Halogen GLS	1	5W Golf Ball WW E14 Dim	1	4	E14
First Floor - study	GU10 - 1 X 50W - Recessed	6	9W int LED Downlight 9W 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	GU10 - 1 X 50W - Recessed	12	5W adjust LED Downlight DL	12	4	Downlight
First Floor - main bedroom	E27 - 9W - CFL	3	10W R63 CW E27	3	4	E27
First Floor - bedroom2	GU10 - 1 X 50W - Recessed	31	5W adjust LED Downlight WW	31	4	Downlight
First Floor - bedroom2	GU10 - 1 X 50W - Recessed	6	9W int LED Downlight 9W CW	6	4	Downlight
Ground - patio	GU10 - 1 X 50W - Recessed	9	9W int LED Downlight 9W CW	9	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 29 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 29 efficient lighting technologies to retrofit or replace 29 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	8	118.30	946.40
FLCG45WE14D	5W Golf Ball WW E14 Dim	2	161.96	323.92
FL9INTC	9W int LED Downlight 9W CW	56	269.10	15069.60
FLAUR63CE27	10W R63 CW E27	6	179.96	1079.76
FLGA60CE27	7W A60 CW E27	3	141.56	424.68
FLCG45CB22D	5W Golf Ball CW B22 Dim	1	161.96	161.96
FL5ADJDL	5W adjust LED Downlight DL	38	303.30	11525.40
FLIQGU10CD	4.5W LED GU10 manual dim CW	7	109.76	768.32
FLAUR63WE27	10W R63 WW E27	6	179.96	1079.76
FL5ADJW	5W adjust LED Downlight WW	31	303.30	9402.30
FLCG45CE27D	5W Golf Ball CW E27 Dim	20	161.96	3239.20
FLED20W	Aurora LED Floodlight 20W	2	460.76	921.52
FLED30W	30W LED Floodlight	2	648.00	1296.00
Labour		1	5000	5000
Travel		0	-	0.00
Crush		-	-	915.00
Materials		-	-	0.00

Code	Supplied	Used
FLIQGU10WD	N/A	N/A
FLCG45WE14D	N/A	N/A
FL9INTC	N/A	N/A
FLAUR63CE27	N/A	N/A
FLGA60CE27	N/A	N/A
FLCG45CB22D	N/A	N/A
FL5ADJDL	N/A	N/A
FLIQGU10CD	N/A	N/A
FLAUR63WE27	N/A	N/A
FL5ADJW	N/A	N/A
FLCG45CE27D	N/A	N/A
FLED20W	N/A	N/A
FLED30W	N/A	N/A

Total Value excluding VAT	52,153.82
VAT Calculated at 14%	7,301.53
Total Value Including VAT	59,455.35

**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.