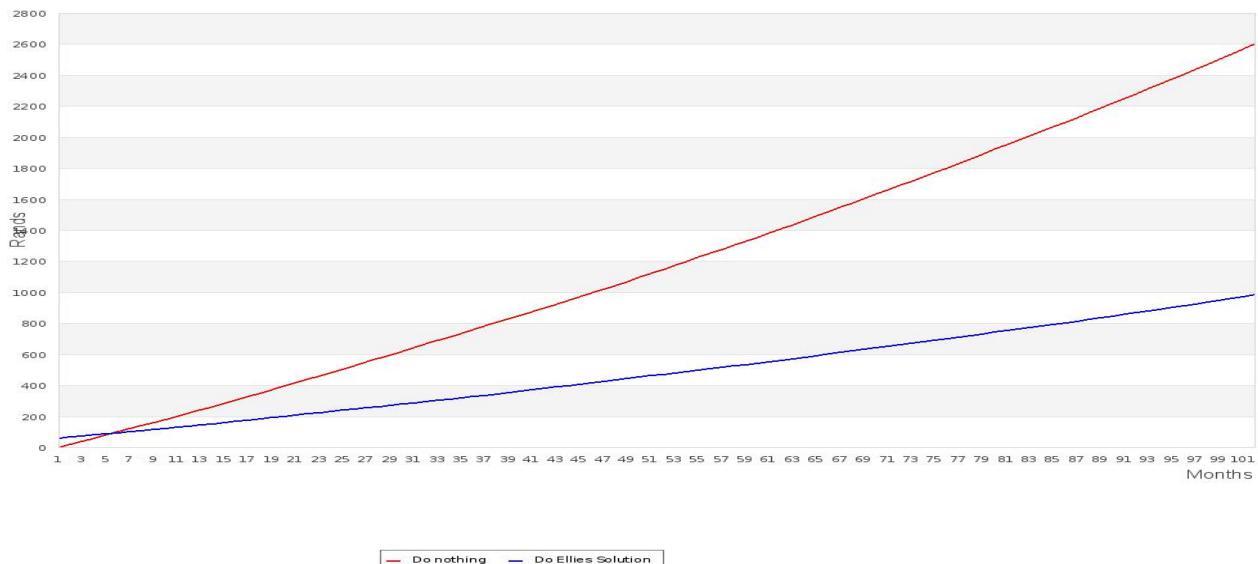


## Cash Financial Analysis

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
20 kW	7 kW	480 kWh	168 kWh	R 21.40	R 7.52
Project Cost ex VAT		Expected Monthly Saving		% Saving	
R 1,658.42		R 13.89		65%	



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

PO Box 57076  
SPRINGFIELD  
2137

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## Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 10 years
95.73 Months	R13.89	65%	R 563.98

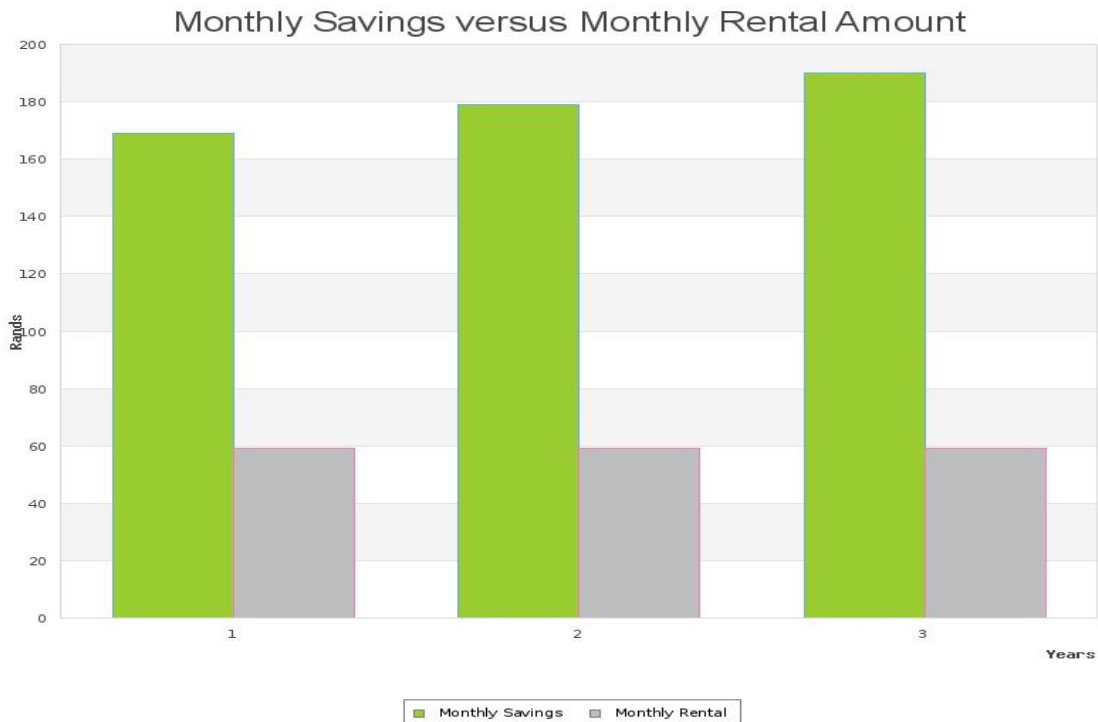
## Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R1,658.42	R0.00	R1,658.42
Additional Products	R0.00	R0.00	R0.00
Total	R1,658.42	R0.00	R1,658.42



— Project Savings

## Rental Financial Analysis



### Rent per Month

R59.08 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 21.40 per month for lighting. But by completing the project, this amount can decrease to as little as R 7.52 each month. Even if you rent the equipment for R59.08 over 36 months, you end up paying only R66.60 monthly which, after the 36 months, becomes money in your pockets.

## Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R47.86	R11.22	R59.08
Additional Products	R0.00	R0.00	R0.00
Total	R47.86	R11.22	R59.08

### Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R165.84 (10%)	1: R59.08 2: R59.08 3: R59.08

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## Project Details

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

Company Name	test	Contact Person	greencustomer test
Physical Address	tesdt	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 checked="" type="checkbox"/> Single Phase <input type="checkbox"/> Three Phase
Cost per kWh	R 1.05	Meter Number	None

## Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	10000	0.00	0.00

Installation    ☒

Notes:

None

## 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 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	B22 - 18W - CFL	1	9W A19 B22 CW	1	4	B22
Ground - Reception	CFL - 150W - Floodlight	1	50W FLOODLIGHT	1	4	FLOOD

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## 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

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: tesdt  
Contact: greencustomer test  
Cellphone: 0789654123

### Date:

This project entails the supply of 2 efficient lighting technologies to retrofit or replace 2 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
FLIQA19B22CD	9W A19 B22 CW	1	194.94	194.94
FLED50W	50W FLOODLIGHT	1	1463.48	1
Labour		1	0	0
Travel(Charged at R0.67 per km)		10000	-	0.00
Crush		-	-	0.00
Materials		-	-	0.00

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

Total Value excluding VAT	1,658.42
VAT Calculated at 14%	232.18
Total Value Including VAT	1,890.60

**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.