Strategy Inc.

Waratah Private Hospital

LUXMANN Products - Detailed Savings Analysis

Includes Installation ➲ **YES**

13-12-17

Electricity Tarrifs: Cents/KWh					Out	50W		Out	70W CDMR		Out	2x 26WPL		Out	2x 23 PL		Out	70W Flood/Street		Out	125W Low-Bay		Out	400W Flood/Street		Out	4ft Tube T8 36W		Out	4ft T5 tube		Total Annual KWh per AREA		Annual Savings per AREA
Off-Peak Rate 4.096					In	GU10		In	CL09 32		In	CL12 36		In	CL08 18		In	IP65 35		In	SJ27 40		In	CO65 X0		In	TS12 20 / CL08 18		In	P606				
Shoulder Rate 6.207					Watts	➲	➲	Watts	➲	➲	Watts	➲	➲	Watts	➲	➲	Watts	➲	➲	Watts	➲	➲	Watts	➲	➲	Watts	➲	➲	Watts	➲	➲			
Peak Rate 6.207					Total	60	9	Total	99	32	Total	72	36	Total	66	18	Total	99	24	Total	156	40	Total	533	100	Total	92	40	Total	32	16			
CHARGES (Network, etc) 10.570	Hours	Hours	Hours	DAYS per Week	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	Qty	KWh NOW	KWh AFTER	NOW	AFTER	$$$
TOTAL LIGHTS	12	4	8	7													81	70,243	17,029	32	43,728	11,212	23	107,383	20,147	150	120,881	52,557	24	6,727	3,364	348,962	104,308	$39,324
14h declared items	12	2		7	398	122,020	18,303				23	8,462	4,231	510	171,993	46,907																302,475	69,441	$39,095
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TOTAL LIGHTS 1,241	Factor 1:		1																														
Aircon energy					398	122,020	18,303				23	8,462	4,231	510	171,993	46,907	81	70,243	17,029	32	43,728	11,212	23	107,383	20,147	150	120,881	52,557	24	6,727	3,364	651,437	173,749	$78,419
					yes	42,707	6,406	yes			yes	2,962	1,481	yes	60,198	16,418	NO			NO			NO			yes	42,308	18,395	yes	2,355	1,177	150,529	43,877	$17,716

If Aircon Savings are not applicable for a specific lamp type ➲ type the word '**NO**' in this field

Replacement with same lamps over 1 year					$1,791	$4.50			$45.00		$1,725	$75.00		$14,280	$28.00		$3,645	$45.00		$3,648	$114.00		$3,335	$145.00		$4,350	$29.00		$864	$36.00				
LED4Life Replacement cost					$15,108	$37.96			$156.33		$5,686	$247.23		$73,940	$144.98		$11,710	$144.57		$15,678	$489.93		$12,523	$544.48		$20,734	$138.22		$1,884	$78.48				
(per lamp type) ROI, Payback Time					months	7.2			months		months	25.4		months	20.8		months	11.5		months	21.2		months	8.7		months	13.0		months	14.2				
Replacement with same lamps over 5 years					$8,955	$22.50			$225.00		$8,625	$375.00		$71,400	$140.00		$18,225	$225.00		$18,240	$570.00		$16,675	$725.00		$21,750	$145.00		$4,320	$180.00				
LED4Life Replacement cost					$15,108	$37.96			$156.33		$5,686	$247.23		$73,940	$144.98		$11,710	$144.57		$15,678	$489.93		$12,523	$544.48		$20,734	$138.22		$1,884	$78.48				

Total Annual Maintenance Cost	$33,638
Annual Savings *after using the LUXMANN Products*	
Carbon Credits (Kg CO2)	566,810
Cars off the Road	138.2

KWh NOW	KWh AFTER	Cash Saved
801,966	217,626	$129,773

Finance/Rental
option with Flexirent
CASH-FLOW Positive - DAY 1

- No Application Fees
- No Deposit
- No other Security
- Tax Deductible

TERMS - At the end of the rental period clients may upgrade/re-rent or keep the lamps and own them outright for 3 extra payments
- Rental can include up to 30% extras like light fittings, Consulting fees, Installation, extended Warranty/Maintenance

FLEXI™ COMMERCIAL

Rental Term	4-Years	5-Years
Monthly Rate Per $1,000	$29.98	$24.98
Monthly re-payment	$4,715	$3,928
Approx percentage of Savings paid to Flexi	43.6%	36.3%

5-year Equipment Cost
Existing Lights $168,190
New Lights $157,262

$648,867
5-Year Savings

Total Investment	$157,262
Overall ROI	14.5 months

GST (%)	
ESC or VEET Value	$10.0

ESC	VEET	Total ESC	Total VEET	Effective ROI after ESC	Effective ROI after VEET
1037	609				
42	25				
1251	734				
532	182				
325	111				
872	299				
683	234				
34	12	4777	2206	10.1	12.5

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