



Tel: 0414 366 866 or 0403 139 767

info@smartconsult.com.auwww.smartconsult.com.au

Attn Fred Bloggs
Acme Business and Machinery Co
 Surf Parade
 Broadbeach, QLD 4218

Date: 17-Apr-14
Tel: 07 XXXXXX
Email: XXXX@XXXXXXXXXX

Quote Valid for 30 Days**System Payback years 1.54**

Dear Fred

We have completed our analysis and the savings available to Acme Business and Machinery by installing Solar Energy and are pleased to provide this proposal for your consideration.

System Specification

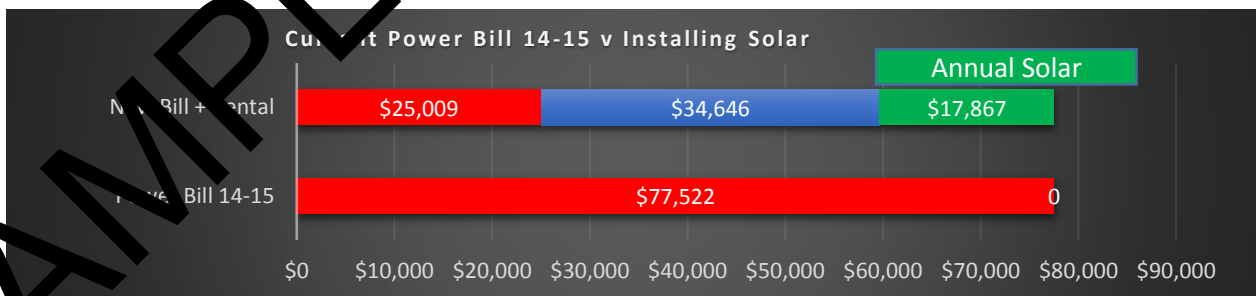
System Size	99.5	kW
Number of Panels	399	250 watt or equivalent
Panel Type	Trina	Tier 1 High Efficiency Panels
System Inverter	Schneider	Phase or equivalent
Contract Payback	1.54	Year
Equipment Investment:	\$137,052	Ex GST

Vital Statistics

Electricity replaced by Solar Energy	66%	
Avg. cost to purchase power from grid	\$0.315	per kWh over 10 years
Avg. cost to generate Solar Power	-\$0.25	per kWh over 10 years
Estimated Savings Generated	\$874,308	Over 10 Years

The payback, using a operating lease, has the substantial benefit of reducing the time it takes to recoup the capital cost of the systems, due to the 100% tax deductibility of the lease payments.

Annual average differential cost savings using Solar over 5 years including payment of the lease



Average savings Per Year in the first 5 years including payment of the lease is \$19,875
 Year 6 onwards savings will exceed \$63,830 per annum.

This system comes with comprehensive product guarantees, and 25 year performance warranty
 No Deposit finance is available for your system purchase. A fully installed 99.5 kW
 system is shown below. Your only cost is the monthly payment of \$2,887.21 + GST,
 for a term of 5 years.

Smartcom P/L

as trustee for the LMH and CMH Family Trust

ABN 72 442 582 258



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Alternatively you can arrange your own finance, or pay cash with a 10% deposit on the \$137,052 +GST cash price upon order. The balance is payable on installation, which is normally completed within 6-8 weeks from date of order.

Note: The Renewable Energy Target Grant discount of \$72,120.30 is included in the price.

Consultation with your accountant would provide you further information on which financing solution would best serve your company. E.G. operating lease/rental where monthly payments are fully tax deductible, or a finance lease where the system can be depreciated.

Our turnkey solar project partners, and supply, design, and install all our solar systems and take care of any pre-approvals required from your electricity authority, which we handle on your behalf. If any infrastructure upgrades are required by your electricity provider they will need to be quoted separately. The above quote is for a complete solar installation and commissioning of the system to your metering point.

I trust the above information suitably illustrates the substantial savings available for Acme Business and Machinery Co through the Installation of Solar Energy.

Yours Sincerely

Graham Robertson

Graham Robertson

Smartcom Consultants

Mobile 0403 139 767

graham@smartconsult.com.au

About Smartcom Consulting – Business Consultants

Smartcom Consultants provide professional advice to business's on how they can reduce their power bills. Smartcom have arranged a variety of installations and quotations over the past 5 years, from sizes ranging from 5kW - 5000 kW, and can conduct in depth feasibility studies, including time of day usage, to see if other savings can also be made by smart scheduling of equipment use, to determine what the best energy saving options are for you. Smartcom also provide other services, including Business, Marketing and Strategic Plans, Financial Projections, Government Grant Applications, Project Management and other services.

About Our Turnkey Specialist Commercial Solar Designers & Installers

Smartcom use three specialist commercial solar installation companies, depending on the size and complexity of the installation to assist business's to offset and mitigate their power costs. Their past projects include, Manufacturing, Industrial Buildings, Mechanical Workshops, Motels, Hotels, Farms, Local Council / Government, Roadhouses, Garden Centres, and many other types of business.

Should your electricity authority refuse the size of system that your business requires, Our Solar Specialists can also offer our Limited or ZERO Feed-IN solution which allows your business to have the solar system that you need to cut costs.

References are available from Smartcom– Please contact Graham on 0403 139 767

Note: The payback is calculated based on the average power generated over 5 years divided by the equipment cost. This is different from the Rental Payback

System Size **99.50 kW**

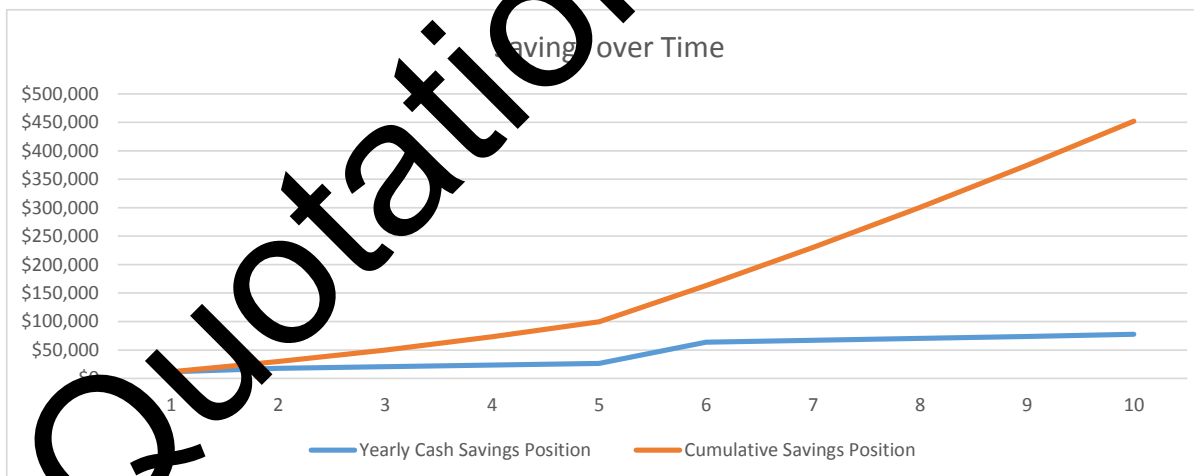
Site **Acme Business and Machiner Broadbeach QLD 4218**

Payback **2.51** Years

Savings Over Time with a Solar System

Average Saving per annum over the first **5** years during Finance Period **\$17,867**

Customer	Amount
Current Qtr Power Bill	\$17,075
Estimated Qtr Power Bill 2014 - 15	\$19,381
Current Qtr Value of Power Savings	\$11,567
Estimated Qtr Value of Power Savings	\$13,128
Annual Value of LREC's (Large Recs)	\$0
Equipment Investment	\$137,052
Cash Contribution	\$0
Finance Amount	\$137,052
Finance Term (Years)	5.00
Monthly Lease Payment	\$2,887
Establishment Cost	\$0
Estimate Increase in Power Cost 2015 - 16	13.50%
Estimate Increase in Power Cost Ongoing	5.00%



Year	1	2	2	4	5	6	7	8	9	10
Customers Annual Power Bill	\$68,301	\$75,522	\$81,398	\$85,468	\$89,742	\$94,229	\$98,940	\$103,887	\$109,081	\$114,535
Yearly Value of Solar Power Generated	\$46,267	\$52,723	\$55,139	\$57,896	\$60,791	\$63,830	\$67,022	\$70,373	\$73,892	\$77,586
Yearly Power Purchase after Solar Input	\$22,034	\$25,000	\$26,259	\$27,572	\$28,951	\$30,398	\$31,918	\$33,514	\$35,190	\$36,949
Annual Value of LREC's (Large Recs)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Establishment Cost	\$0									
Cash Input	\$0.00									
Yearly Finance Cost	\$34,646	\$34,646	\$34,646	\$34,646	\$34,646	\$0	\$0	\$0	\$0	\$0
Yearly Cash Savings Position	\$11,567	\$17,867	\$20,493	\$23,250	\$26,144	\$63,830	\$67,022	\$70,373	\$73,892	\$77,586
Cumulative Savings Position	\$11,567	\$29,488	\$49,980	\$73,230	\$99,374	\$163,205	\$230,226	\$300,599	\$374,491	\$452,077

Annual average differential cost savings using Solar over 10 years including payment of the Rental

This spreadsheet is purely a guide and all figures and calculations are estimates only.

Smartcom Consultants advises every customer to seek independent advice from their accountant to discuss the benefits of owning, renting or leasing a solar system with respect to taxation and depreciation. Your accountant can best advise the structure which will most benefit your business.



Solar System Quotation

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ABN 72 442 582 258
1-1901, 82 Marine Parade
Southport, QLD 4217

Only

Rental
Contract

5

Years

Example of return on investment over a 10 year period

System Size 100 kW Acme Business and Mach Broadbeach, QLD 4218 System Cost \$137,052 +GST
Solar generation is based on 5.4kWh of solar power generated per day per installed kW of solar panels

Solar Power Return on Investment	Amount	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Cost of solar power over a 10 year period (total outlay/10)		\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$0
Annual amount of Solar Generation in (kWh)		199,383	199,383	199,378	199,378	199,378	199,378	199,378	199,378	199,378	199,378	199,378
Amount of power replaced by solar electricity per kWh assuming an Increase per year + Inc.	5.0%	\$46,267	\$52,513	\$55,139	\$57,896	\$60,791	\$63,830	\$67,022	\$70,373	\$73,892	\$77,586	\$81,466
Rental Cost Deduction 100%		\$34,646	\$34,646	\$34,646	\$34,646	\$34,646	\$0	\$0	\$0	\$0	\$0	\$0
Savings per year \$ value***		\$80,914	\$87,160	\$89,786	\$92,542	\$95,437	\$63,830	\$67,022	\$70,373	\$73,892	\$77,586	\$81,466
Cost of power generated by solar per kWh****		-\$0.105	-\$0.105	-\$0.105	-\$0.105	-\$0.105	\$0.069	\$0.069	\$0.069	\$0.069	\$0.069	\$0.000

Existing Electricity Bill		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Amount of Electricity currently Used kWh Annually		294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149
Current Cost of Electricity Inc. by Each Year + Inc. rise	5.0%	\$77,522	\$87,988	\$93,887	\$97,006	\$101,857	\$106,950	\$112,297	\$117,912	\$123,807	\$129,998	\$136,498
Continuing Annual Electricity Bill		\$24,975	\$28,347	\$29,719	\$31,253	\$32,815	\$34,456	\$36,179	\$37,988	\$39,887	\$41,881	\$43,975
% Electricity Replaced by Solar		68%	68%	68%	68%	68%	68%	68%	68%	68%	68%	68%

*e.g. If 20% of \$540 000 Is \$108 000, the 30% tax saving on this amount Is \$32 400. The correct amount for this job is shown in the above table.

*** \$ Amount of Power Generated by Solar Less the Cost Solar System amortised over 10 years, Plus Depreciation

**** Cost of Solar System amortised over 10 Years, less Large Recs, less Depreciation divided by amount of kWh generated by Solar

The average cost of Solar power per kWh over the 10 year period is

-\$0.0181

The cost of power from a coal fired per station per kWh is

No of kWh assuming an

5.0%

annual increase, the average cost of coal fired power over the same 10 year period will be approximately

\$0.3315

It is estimated that an average of approximately

32%

100

kWh per day will still need to be purchased from the grid mostly overnight - most of this will be at off peak rates

The total savings over a 10 year period amount to approximately

\$798,152

The Return on Investment is reached at Year

1.54

ROI is calculated based on the average power generated + Rental Cost Deduction over 5 years divided by the equipment cost. This is different from the finance package

Smartcom P/L does not provide specific financial advice

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Date: 17-Apr-14
Tel: 07 XXXXXX
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Quote Valid for 30 Days**System Payback years 1.54**

Dear Fred

We have completed our analysis and the savings available to Acme Business and Machinery by installing Solar Energy and are pleased to provide this proposal for your consideration.

System Specification

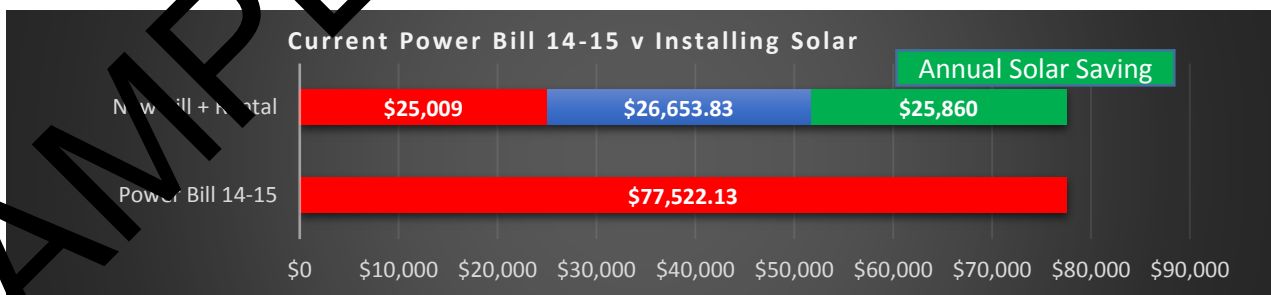
System Size	99.5	kW
Number of Panels	399	250 watt or equivalent
Panel Type	Trina	Tie 1 High Efficiency Panels
System Inverter	Schneider	3 Phase or equivalent
Contract Payback	1.54	Years
Equipment Investment	\$137,052	Ex GST

Vital Statistics

Electricity replaced by Solar Energy	66%	
Avg. cost to purchase power from grid	\$0.3115	per kWh over 10 years
Avg. cost to generate Solar Power	-\$0.25	per kWh over 10 years
Estimated Savings Generated	\$891,652	Over 10 Years

The payback, using a operating lease, has the substantial benefit of reducing the time it takes to recoup the capital cost of the systems, due to the 100% tax deductibility of the lease payments.

Annual average differential cost savings using Solar over 7 years including payment of the lease



Average savings Per Year in the first 7 years including payment of the lease is \$30,983
 Year 8 onwards savings will exceed \$70,373 per annum.

This system comes with comprehensive product guarantees, and 25 year performance warranty
 No Deposit finance is available for your system purchase. A fully installed 99.5 kW
 system is shown below. Your only cost is the monthly payment of \$2,221.15 + GST, Term
 for a term of 7 years.

Smartcom P/L

as trustee for the LMH and CMH Family Trust

ABN 72 442 582 258



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Alternatively you can arrange your own finance, or pay cash with a 10% deposit on the \$137,052 +GST cash price upon order. The balance is payable on installation, which is normally completed within 6-8 weeks from date of order.

Note: The Renewable Energy Target Grant discount of \$72,120.30 is included in the price.

Consultation with your accountant would provide you further information on which financing solution would best serve your company. E.G. operating lease (Rental) where monthly payments are fully tax deductible, or a finance lease where the system can be depreciated.

Our turnkey solar project partners, and supply, design, and install all our solar systems and take care of any pre-approvals required from your electricity authority which we handle on your behalf. If any infrastructure upgrades are required by your electricity provider they will need to be quoted separately, the above quote is for complete solar installation and commissioning of the system to your metering point.

I trust the above information suitably illustrates the substantial savings available for Acme Business and Machinery Co through the Installation of Solar Energy.

Yours Sincerely

Graham Robertson

Graham Robertson

Smartcom Consultants

Mobile 0403 139 767

graham@smartconsult.com.au

About Smartcom Consulting – Business Consultants

Smartcom Consultants provide professional advice to business's on how they can reduce their power bills. Smartcom have arranged a variety of installations and quotations over the past 5 years, from size ranging from 5kW - 5000 kW, and can conduct in depth feasibility studies, including time of day usage, to see if other savings can also be made by smart scheduling of equipment use, to determine what the best energy saving options are for you. Smartcom also provide other services, including Business, Marketing and Strategic Plans, Financial Projections, Government Grant Applications, Project Management and other services.

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Should your electricity authority refuse the size of system that your business requires, Our Solar Specialists can also offer our Limited or ZERO Feed-IN solution which allows your business to have the solar system that you need to cut costs.

References are available from Smartcom– Please contact Graham on 0403 139 767

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1-1901, 82 Marine Parade, Southport, QLD 4212



Solar System Quotation

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Smartcom P/L
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1-1901, 82 Marine Parade

Southport, QLD 4217

CASHFLOW ONLY

Note: The payback is calculated based on the average power generated over 5 years divided by the equipment cost. This is different from the Rental Payback

System Size **99.50 kW**

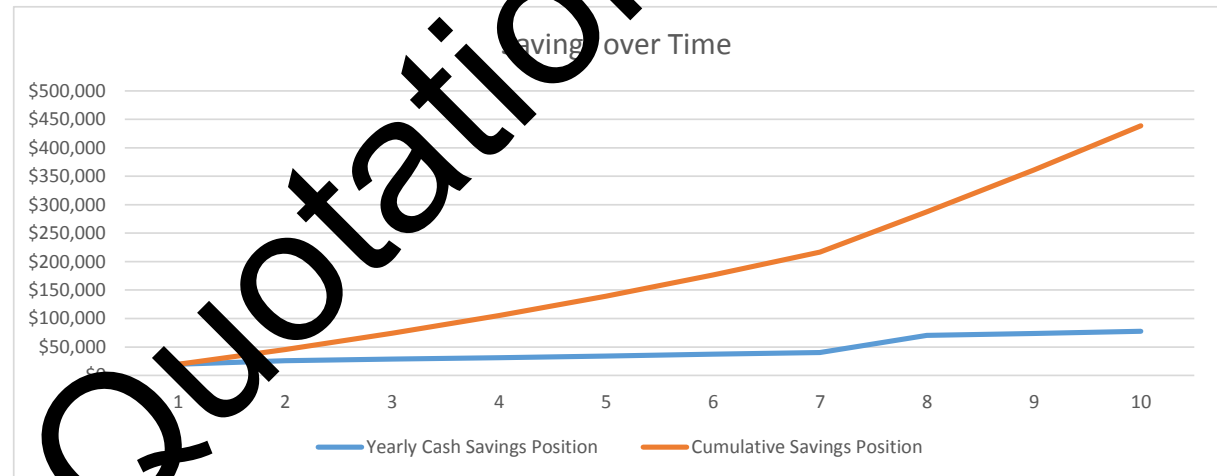
Site **Acme Business and Machinery Broadbeach QLD 4218**

Payback **2.51** Years

Savings Over Time with a Solar System

Average Saving per annum over the first 7 years during Finance Period **\$25,860**

Customer	Amount
Current Qtr Power Bill	\$17,075
Estimated Qtr Power Bill 2014 - 15	\$19,381
Current Qtr Value of Power Savings	\$11,567
Estimated Qtr Value of Power Savings	\$13,128
Annual Value of LREC's (Large Recs)	\$0
Equipment Investment	\$137,052
Cash Contribution	\$0
Finance Amount	\$137,052
Finance Term (Years)	7.00
Monthly Lease Payment	\$2,221
Establishment Cost	\$0
Estimate Increase in Power Cost 2015 - 16	13.50%
Estimate Increase in Power Cost Ongoing	5.00%



Year	1	2	2	4	5	6	7	8	9	10
Customers Annual Power Bill	\$68,301	\$75,522	\$81,398	\$85,468	\$89,742	\$94,229	\$98,940	\$103,887	\$109,081	\$114,535
Yearly Value of Solar Power Generated	\$46,267	\$52,723	\$55,139	\$57,896	\$60,791	\$63,830	\$67,022	\$70,373	\$73,892	\$77,586
Yearly Power Purchase after Solar Input	\$22,034	\$25,000	\$26,259	\$27,572	\$28,951	\$30,398	\$31,918	\$33,514	\$35,190	\$36,949
Annual Value of LREC's (Large Recs)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Establishment Cost	\$0									
Cash Input	\$0.00									
Yearly Finance Cost	\$26,654	\$26,654	\$26,654	\$26,654	\$26,654	\$26,654	\$26,654	\$0	\$0	\$0
Yearly Cash Savings Position	\$19,863	\$25,860	\$28,485	\$31,242	\$34,137	\$37,177	\$40,368	\$70,373	\$73,892	\$77,586
Cumulative Savings Position	\$19,863	\$45,473	\$73,958	\$105,200	\$139,337	\$176,514	\$216,882	\$287,255	\$361,147	\$438,733

Annual average differential cost savings using Solar over 10 years including payment of the Rental

This spreadsheet is purely a guide and all figures and calculations are estimates only.

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Solar System Quotation

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Only

Rental
Contract

7

Years

Example of return on investment over a 10 year period

System Size **100 kW** Acme Business and Mach Broadbeach, QLD 4218 System Cost **\$137,052 +GST**
Solar generation is based on 5.4kWh of solar power generated per day per installed kW of solar panels

Solar Power Return on Investment	Amount	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Cost of solar power over a 10 year period (total outlay/10)		\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$13,705	\$0
Annual amount of Solar Generation in (kWh)		199,383	199,383	199,378	199,378	199,378	199,378	199,378	199,378	199,378	199,378	199,378
Amount of power replaced by solar electricity per kWh assuming an Increase per year + Inc.	5.0%	\$46,267	\$52,513	\$55,139	\$57,896	\$60,701	\$63,830	\$67,022	\$70,373	\$73,892	\$77,586	\$81,466
Rental Cost Deduction 100%		\$26,654	\$26,654	\$26,654	\$26,654	\$26,654	\$26,654	\$26,654	\$0	\$0	\$0	\$0
Savings per year \$ value***		\$72,921	\$79,167	\$81,793	\$84,550	\$87,445	\$90,484	\$93,676	\$70,373	\$73,892	\$77,586	\$81,466
Cost of power generated by solar per kWh****		-\$0.065	-\$0.065	-\$0.065	-\$0.065	-\$0.065	-\$0.065	-\$0.065	\$0.069	\$0.069	\$0.069	\$0.000

Existing Electricity Bill		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Amount of Electricity currently Used kWh Annually		294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149	294,149
Current Cost of Electricity Inc. by Each Year + Inc. rise	5.0%	\$77,522	\$87,988	\$92,987	\$97,006	\$101,857	\$106,950	\$112,297	\$117,912	\$123,807	\$129,998	\$136,498
Continuing Annual Electricity Bill		\$24,975	\$28,347	\$29,760	\$31,253	\$32,815	\$34,456	\$36,179	\$37,988	\$39,887	\$41,881	\$43,975
% Electricity Replaced by Solar		68%	68%	68%	68%	68%	68%	68%	68%	68%	68%	68%

*e.g. If 20% of \$540 000 is \$108 000, the 30% tax saving on this amount is \$32 400. The correct amount for this is shown in the above table.

*** \$ Amount of Power Generated by Solar Less the Cost Solar System amortised over 10 years, Plus Depreciation

**** Cost of Solar System amortised over 10 Years, less Large Recs, less Depreciation divided by amount of kWh generated by Solar

The average cost of Solar power per kWh over the 10 year period is

The cost of power from a coal fired per station per kWh is

It is estimated that an average of approximately

The total savings over a 10 year period amount to approximately

The Return on Investment is reached at Year

-\$0.0248
No of kWh assuming an **5.0%** annual increase, the average cost of coal fired power over the same 10 year period will be approximately **\$0.3315**
32% **260** kWh per day will still need to be purchased from the grid mostly overnight - most of this will be at off peak rates
\$811,187
1.69 The ROI is calculated based on the average power generated + Rental Cost Deduction over 5 years divided by the equipment cost. This is different from the financial payback

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