YOUR SOLAR & STORAGE PROPOSAL

Quotation no. 4426

Prepared for Jane Prospect

Address: 3 Hardy Tce Broadview SA

Thanks for choosing Solar Focus I to provide you with a solar assessment and quote. Our aim is to present the most reliable solution to help maximise your energy independence, save on bills and do your bit for the environment.

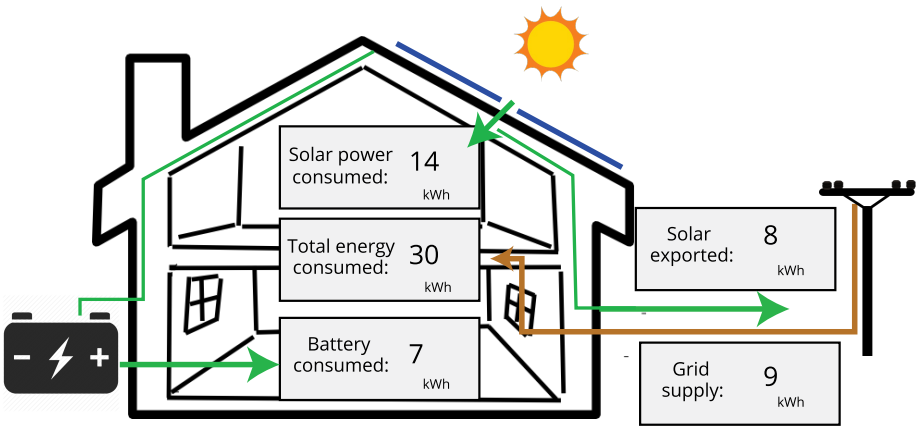
Your consultant is Laurie Kane and can be contacted at 1300 133 311

1300 311 133 sales@solarsuccess.com

CLEAN ENERGY ASSESSMENT

Maximising self-use and savings with solar and storage

To assess the best solution, we consider your consumption and time of use and simulate the solar energy produced by solar to meet your needs and provide excess power to charge your battery and export to the grid.



70% self-powered

Our aim is to match your consumption with sufficient solar and storage capacity to meet everyday needs.

The solar and battery consumed figures show the clean energy supplies to meet as much as possible of your daily energy consumption.

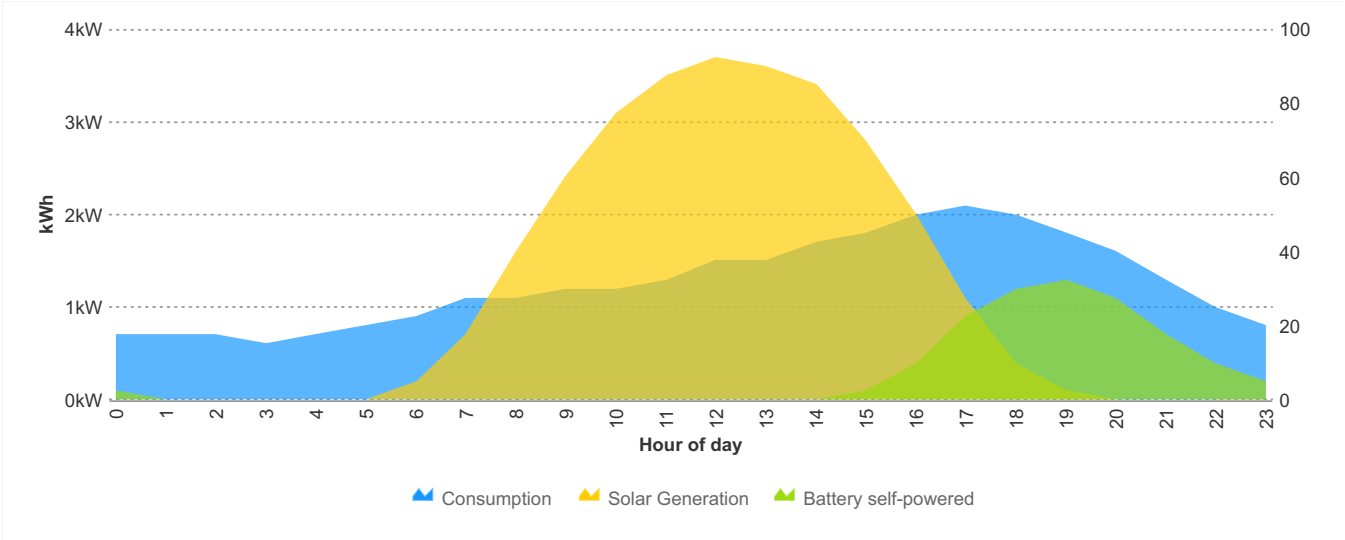
System Recommendation

7.2 kW	5 kW	7.84 kWh
Solar Array	Inverter Power	Battery Capacity

Based on an average daily consumption of 30 kWh and expected peak power requirements, we propose a 7.2 kW solar array with 7.84 kWh kWh battery . We have considered the available solar resource at your location and suitable mounting locations, aiming for a high level of self-consumption of your solar energy.

Average Daily Energy Profile

In this chart we assess how daily consumption is being met by solar power during the day and by battery overnight.



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SOLAR ASSESSMENT

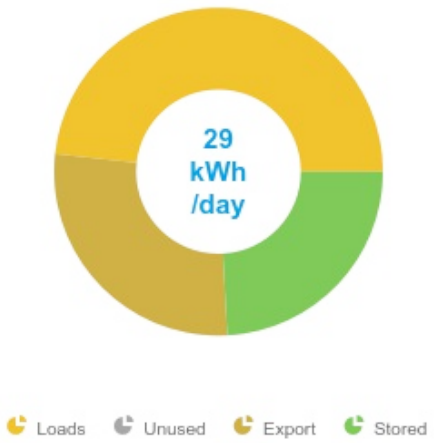
To evaluate the performance and energy yield of this system, we take solar data from within 10 km of your location and simulate a typical year of operation. In this way we can evaluate the energy available to meet your energy needs and charge your battery.

Solar Components

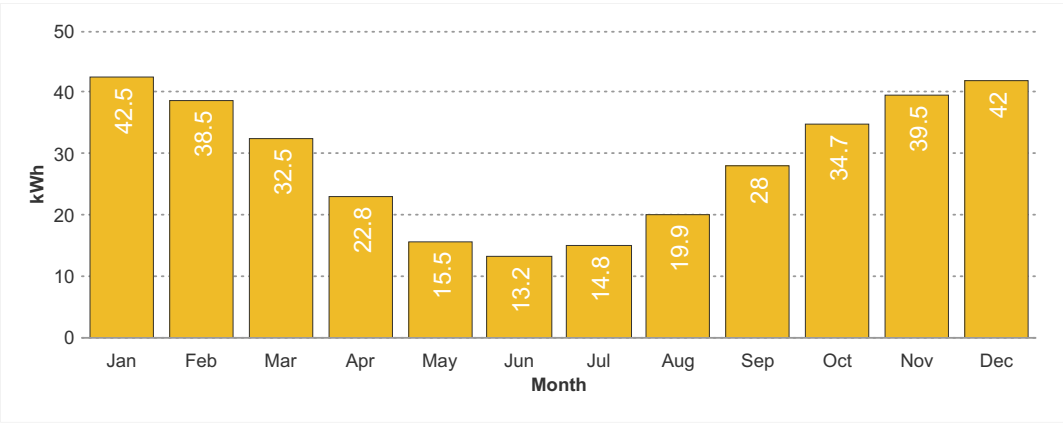
This system includes 1 x SolaX Power X-Hybrid SK-SU5000E inverter with a maximum AC output of 5 kW kilowatts. The solar array includes 24 x LG MonoX Plus LG300S1C-A5 panels with a maximum DC power of 7.2 kW.

Solar PV Array	
Array Potential Power Output	7.2 kW
Annual Generation Potential	10,482 kWh
Estimated Solar Used	100 %
Estimated Shading	0 %

Solar Potential & Yield



Daily Solar Production per Month



Solar Array Location

Orientation	Tilt angle	Solar array power	Number of panels
N2 - 356°	0°	5.4 kW	18
N3 - 357°	0°	1.8 kW	6

We design and install solar for maximum clean energy production to offset your consumption.

Estimated daily consumption	Estimated solar potential
29.9 kWh	28.7 kWh

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SOLARFOCUS

STORAGE & BACKUP ASSESSMENT

Our simulation of your expected consumption and solar production allows us to model the charge and discharge of the battery. This is turn allows us to estimate the energy supplied from, and exported to, the grid.

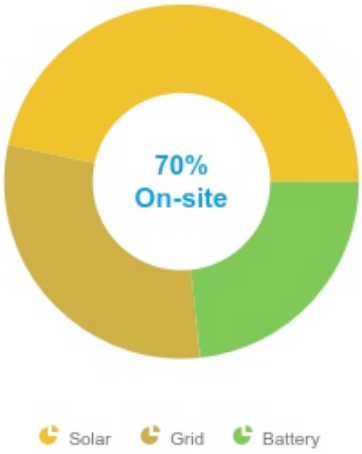
Storage Components

This battery storage system has a usable storage capacity of 7.84 kWh kWh in a LG Chem 10 LV battery.

The battery is managed by a SolaX Power X-Hybrid SK-SU5000E inverter with a rated output power of 4.6 kW.

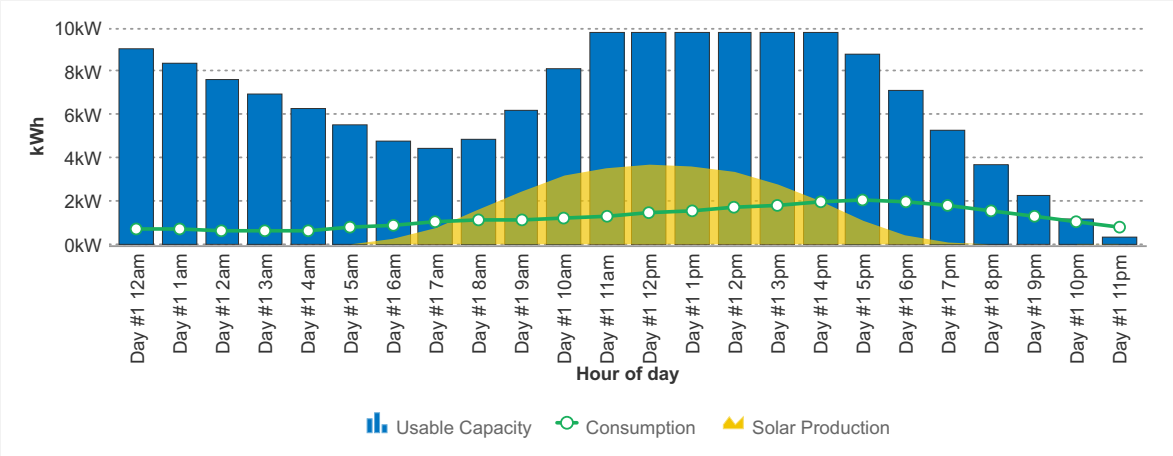
Storage System	
Total battery capacity	9.8 kWh
Recommended Battery Depth of Discharge	90 %
Battery Charge-discharge Cycles in Year 1	244

Consumption by Source



Battery Backup Hours

We have used the average day in winter to model the battery cycling against consumption and solar to check for length of autonomy before fallback to the generator.



The lifetime of a battery is conditional on the demands that are put on it, the degree to which it is recharged and environmental factors such as temperature. We provide advice on maintenance procedures and suggest a maintenance schedule to help extend the battery lifetime.

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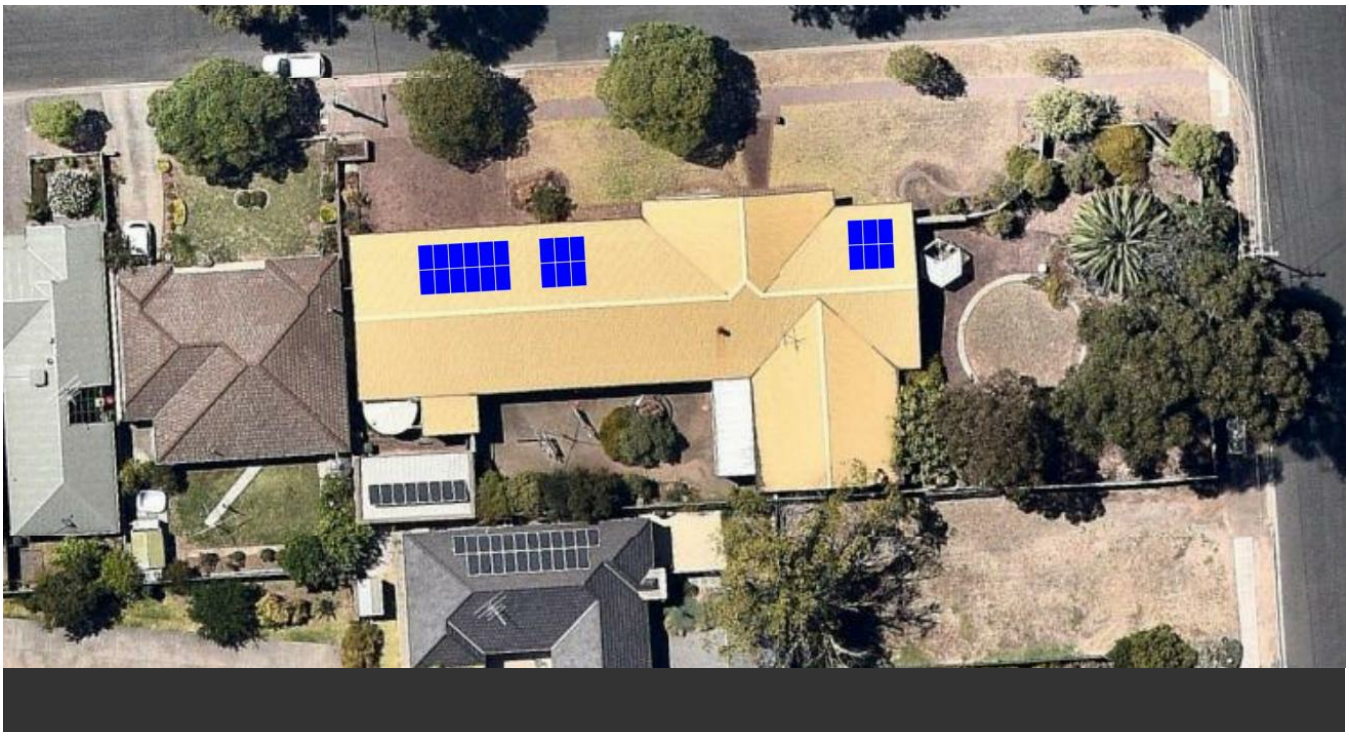
PERFORMANCE SUMMARY



Enjoy These Benefits

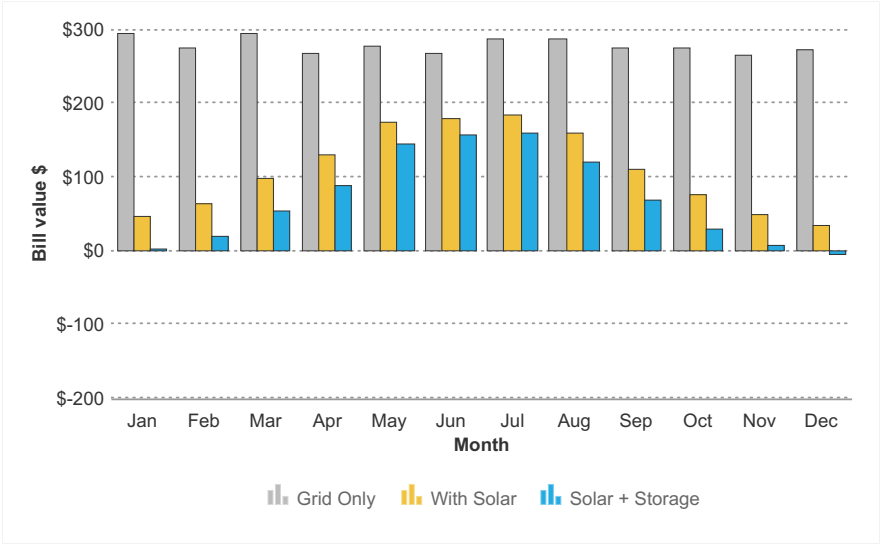
Est. lifetime savings:
$40,133

Self -consumed energy:
70%

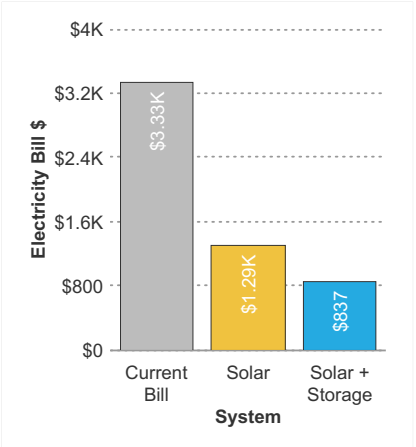
Solar export earnings p.a:
$354

CO_2 reduction:
5.2 tonnes CO_2

Monthly Savings



Annual savings



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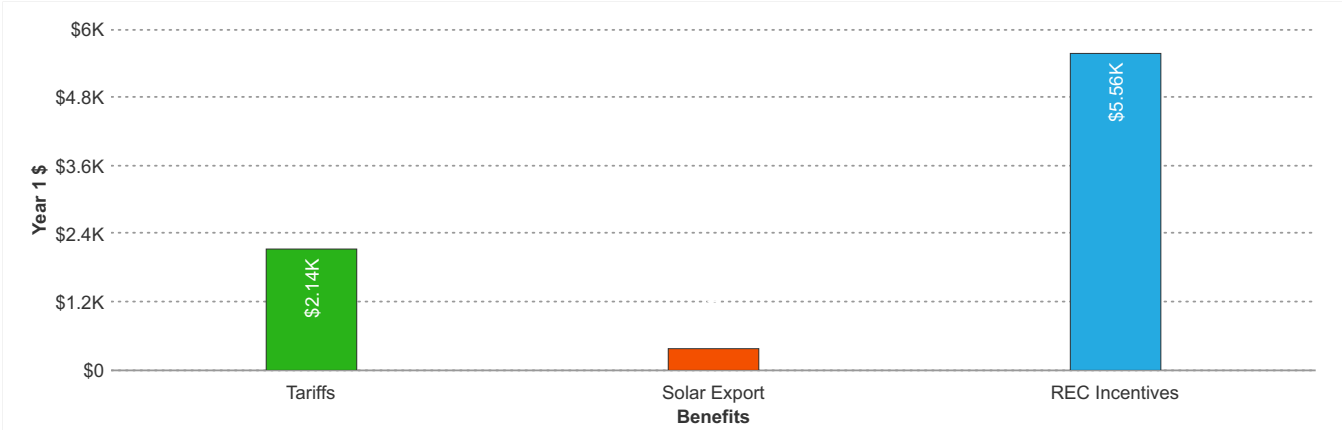
RETURN ON INVESTMENT

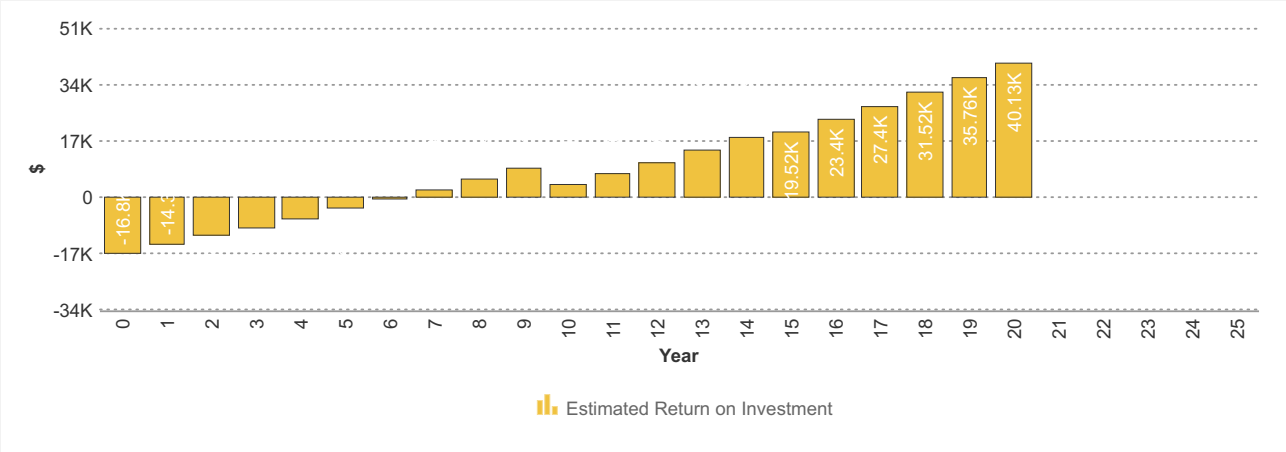
First Year Savings Simulation

Your solar power system can help you **save on bills**. This chart shows possible benefits with tariff savings, export earnings and incentives.



System Lifetime Savings and Return of Investment

We can compare a projection of expected electricity costs with the accomulated savings after investing in your own clean energy system.



Net present value:	Internal rate of return:	Net cost of solar power:	Carbon emission savings :
$21,903	**12.2%**	**13.61 c/kWh**	**5.2 tonnes CO_2**

Savings

$2,492

for the first year

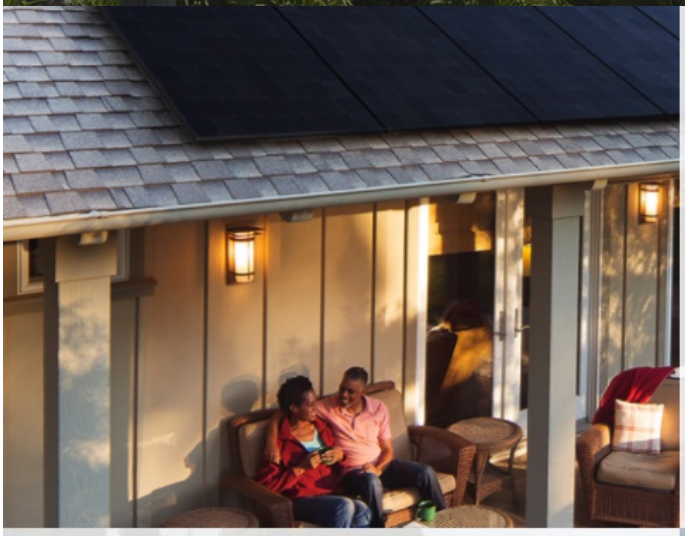
Payback time

6 yrs 3 mths

Key Assumptions

Solar investment (cost)	$16,832	Solar Feed-in Tariff	11.1 c/kWh
Electricity tariff escalation	3.0%	Discount rate	3.0
Electricity tariff escalation	3.0%	Discount rate	3.0%

In all solar panels we expect a gradual loss of efficiency over their lifetime so we assume a loss of 2.0% in year 2 and 0.5% per year there after. Over the past 15 years, electricity tariffs in Australia have risen by an average of ~ 7% per year. We have assumed an electricity tariff escalation of 3.0% over the next 20 years.



Going solar is easy with SunPower

Our experts do the legwork. From determining whether your home is a good candidate for solar to matching you with a local solar installer, we are known for our customer service.

In fact, we have the highest customer service score in the industry.* And, our installers are carefully selected and highly trained to help ensure your installation goes smoothly.

Learn more about going solar >

Local expertise, backed by a national brand

When you choose a SunPower® system, your home solar is backed a national brand and installed by a local expert.

We partner with a nationwide network of certified solar installation contractors who will customize your solar system according to local weather patterns, building materials, and city codes.

Let us match you with an installer in your area >

1300 311 133 sales@solarsuccess.com

YOUR QUOTE

Solar Focus I
1 Martin Place, Sydney NSW 2000
ABN: 2345678912

28 March 2019

Jane Prospect

3 Hardy Tce Broadview SA

Quotation 4426

Valid until: 27 April 2019

Best value and reliability with battery and backup power

Item	Quantity	Unit Price	Total Price
Design and installation of a 7.2 kW solar and 9.8 kWh battery system including: • 24 x LG MonoX Plus LG300S1C-A5 rated at a maximum 7.2 kW DC output • 1 x SolaX Power X-Hybrid SK-SU5000E solar inverter rated at 5 kW kW AC output • 1 x LG Chem 10 LV operating at 8.82 kWh cycling capacity • 1 x SolaX Power X-Hybrid SK-SU5000E battery inverter with an output of 4.6 AC			$20,356.00
		Sub-total ex. GST	**$20,356.00**
		GST	**$2,035.60**
		Sub-total incl. GST	**$22,391.60**
		STC credit (139 STCs @ 40.00)	**-$5,560.00**
		Total Payable incl. GST:	**$16,831.60**
		Subsidy:	**-$2,248.00**
		Out of pocket cost:	**$14,583.60**

Payment Terms

	Due Date	Amount
Payment (1 of 2)	Quote Approval	$1,683.16
Payment (2 of 2)	Install Date	$15,148.44

1300 311 133 sales@solarsuccess.com

QUOTE TERMS

Solar Focus I
1 Martin Place, Sydney NSW 2000
ABN: 2345678912

Quote Acceptance

I agree to the Terms and Conditions of this quote

Name _____ Signed by buyer _____
Date _____

Name _____ Signed on behalf of Solar Focus _____
Date _____

On acceptance of this quote, please make payment of the deposit to:

Account Name: Solar Focus
Bank BSB No: 032 324
Account No. 12341234

1300 311 133 sales@solarsuccess.com

QUOTE TERMS

Solar Focus I
1 Martin Place, Sydney NSW 2000
ABN: 2345678912

Quote Terms and Conditions

Our agreement with you is defined by the Quotation and the Terms and Conditions below and is binding on you. Please read them carefully to ensure that you understand and are prepared to agree to these terms.

Parties

"We", "Us", "Company" means Solar Focus Pty Ltd

"You" means the person who Agreements with us named in the Quotation.

Definitions

"Agreement" means the contracted agreement including the Quotation and Terms and Conditions formed between You and Us in relation to the Installation;

"Completion" means the Installation of the System at the Property and the demonstration to you or agreed parties of the operational availability of the System in accordance with the Quotation, notwithstanding any minor faults which do not affect the operational availability of the system, which are to be corrected as soon as practicable after completion.

"Deposit" means the sum specified in the Quotation as payable upon acceptance;

"Force Majeure Event" means any event outside our control;

"Installation" is the standard installation of the system components and interconnection;

"Liability" means actions, awards, costs or damages, expenses, loss of income, penalties or any other losses direct or indirect;

"System" means the energy system agreed to be installed by Us at your property as detailed in the Quotation;

1. Consent Of Authorising Party

1.1 By acceptance of this quotation, you are confirming that you are the owner or a person authorised to act on behalf of the owner and that any co-owners have consented to the Installation.

2. Pricing

2.1 The pricing set out in this Quotation is providing to the best of our knowledge as a Standard Installation.

2.2 Should further information in the course of installation reveal that it is a Non-Standard Installation, additional fees may be required and you will be notified of any such cost. This may occur due to requirements for electrical switchboard repairs or upgrade, issues with integrity of roof or mounting surfaces, unforeseen access difficulties or other such impediments to a Standard Installation.

2.3 If we notify you in writing that the price is being increased you must reply in writing within 4 weeks stating either you accept the increase or that you wish to cancel the Agreement. If you fail to notify us within 4 weeks that you accept the increase in price, this Agreement will be cancelled.

2.4 In the event that this Agreement is cancelled in accordance with this clause your deposit will be returned to you but cancellation will be without further Liability attaching to either party.

2.5 You are advised to contact your electricity retailer to discuss impact of installing solar on your current tariff rates.

3. Payment

3.1 Payment of a deposit is required upon acceptance of this Agreement.

X-HYBRID
From SolaX

SOLAR ENERGY On Demand
SK-TL / SK-SU

To be ordered separately

X1-Hybrid Ready Inverter
SK-TL

X1-Hybrid Inverter
SK-SU

SOLAR ENERGY Day & Night

More than just an inverter, the innovative X-Hybrid is an intelligent energy management system that stores surplus energy in batteries for later use.

The X-Hybrid works by storing surplus energy in batteries for later use, making it possible to utilise solar power time-independently by storing unused capacity. It converts and directs solar power to where it is needed, when it is needed. X-Hybrid E series also have EPS (Emergency Power Supply) optional function with external EPS box, allowing the end-user to use their stored energy in the event of a power outage.

Get in touch now:

Global: +86 571-56260008
AU: +61 1300 476529
Website: www.solaxpower.com
DE: +49 7231 4180999
UK: +44 2476 586998
Email: info@solaxpower.com

LG
Life's Good

Great Performance with the new LG Mono X® Plus

LG Mono X® Plus

LG295/300S1C-A5

LONG LASTING PANELS

LONG WARRANTIES

EUPD RESEARCH TOP BRAND PV MODULE EUROPA 2016

EUPD RESEARCH TOP BRAND PV MODULES AUSTRALIA 2016

PLUS X AWARD® honoured as: BEST PRODUCT 2015/2016

YOUR HOME DESERVES THE **Mono X® Plus**

The latest Mono X® Plus benefits from years of LG research. The fifth generation LG Mono X® Plus offers long warranties and a higher efficiency, strong framing and Australia's highest wind loading panel.

The LG Mono X® Plus will provide many years of clean, reliable energy. Choosing the high quality Mono X® Plus is an investment in superior standards of design, manufacture, back up support and warranties. The high quality is the result of our strong commitment to developing a module that delivers reliable, high output for years for a peace of mind solar solution.

Great Visual Appearance

LG Mono X® Plus panels have been designed with appearance in mind. Their black cells and black frames give an aesthetically pleasing uniform black appearance. Your home deserves the LG Mono X® Plus.

More Power per Square Metre

LG Mono X® plus 300W panels are a similar physical size to many conventional 260W panels. This means with the LG Mono X® plus 300W you get 15.4% more electricity per square meter than a 260W panel. So you can install more kW of solar on your roof with the LG Mono X® plus.

12 Years Product Warranty (Parts & Labour)

The LG product warranty is 2 years longer than many competitors standard 10 years and covers 12 years. The Warranty is provided by LG Electronics Australia and New Zealand. The warranty includes replacement labour and transport.

Improved 25 Year Performance Warranty

The initial degradation of cells has been improved from -3% to -2%, in the 1st year and the annual rate of degradation has fallen from -0.7%/year to -0.6%/ year thereafter. This brings an 83.6% warranted output after 25 years, compared to 80.2% for many standard panels.

Panels made in Korea

www.lgenergy.com.au

X-HYBRID
From SolaX

SOLAR ENERGY On Demand
SK-TL / SK-SU

To be ordered separately

X1-Hybrid Ready Inverter
SK-TL

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UK: +44 2476 586998
Email: info@solaxpower.com

Innovation
for a Better Life

LG Chem

CHANGE YOUR ENERGY CHARGE YOUR LIFE

Compact Size & Easy Installation

The compact and lightweight nature of the RESU allows easier and faster installation.

Proven Safety

The safety of LG Chem's lithium-ion battery is proven in the automotive and ESS markets.

Diverse Product Options

The RESU series offers diverse product options ranging from 3.3kWh to 13.1kWh.

ees AWARD 2016 WINNER

* The ees Award is one of the most honorable awards presented annually at ees Europe, the largest exhibition for batteries and energy storage systems in Europe, with the purpose to pay tribute to pioneering products and solutions for energy storage system.

www.lgesspartner.com

CONGRATULATIONS – THE SOLAR RETAILER YOU'RE DEALING WITH HAS MADE A STRONG COMMITMENT TO GOOD BUSINESS PRACTICES AND IMPROVING STANDARDS IN THE SOLAR INDUSTRY.

The Clean Energy Council Solar Retailer Code of Conduct is a way for solar businesses to show their commitment to responsible sales and marketing activities and solar industry best practice.

The code of conduct is a voluntary scheme for retail businesses selling solar panel systems to households and businesses. It aims to lift the bar higher than the minimum requirements set by government and regulations and bring about a better standard of service within the solar industry. It is also the only solar industry code of conduct authorised by the Australian Competition and Consumer Commission.

The Clean Energy Council manages the code of conduct and ensures that signatories comply with its strict requirements at all times.

WHAT DOES THIS MEAN FOR YOU?

The company you're dealing with has signed on to the Clean Energy Council Solar Retailer Code of Conduct. That means you will receive the following – and more:

- ✓ **assurance that the company has gone through a rigorous process to become an Approved Solar Retailer**
- ✓ a standard minimum warranty period of five years on your whole system
- ✓ **detailed information on the process between system installation and network connection**
- ✓ peace of mind that the company will adhere to all existing legislation and regulations, and that its sales representatives will act ethically and not engage in any dishonest or misleading tactics
- ✓ **many other quality and performance guarantees**

LOOK FOR A CLEAN ENERGY COUNCIL APPROVED SOLAR RETAILER

A Clean Energy Council Approved Solar Retailer is a company that has signed on to the code of conduct and agreed to follow its requirements at all times.

Look for the Clean Energy Council Approved Solar Retailers logo when buying solar:

CLEAN ENERGY COUNCIL
APPROVED
SOLAR
RETAILER

To see a list of current Approved Retailers, visit **approvedsolarretailer.com.au**

HIGH STANDARDS

When you buy solar from a Clean Energy Council Approved Solar Retailer, you can be assured that you are buying a quality product from a company that follows all relevant consumer protection laws and is prepared to back the operation of your solar system for at least five years. The code also has strict requirements that companies must follow in pre- and post-sale activities, documentation and general business practices.

WHY THE CODE?

The Clean Energy Council established the Solar Retailer Code of Conduct in 2013 on behalf of the solar industry to improve customer service and industry standards. The Clean Energy Council already upholds industry standards for solar installations through its installer accreditation program.

The establishment of the Solar Retailer Code of Conduct means that the solar retail sector will also be monitored, and in particular companies that engage in misleading or poor sales and marketing practices.

CLEAN ENERGY COUNCIL APPROVED SOLAR RETAILERS WILL:

PRE-SALE

- ensure that sales representatives act ethically at all times
- not engage in any dishonest or misleading advertising and sales tactics
- provide you with the necessary information in writing to enable full education about your purchase prior to entering into a contract

POST-SALE

- respect your legal rights relating to cooling-off periods and refunds and give you the opportunity to cancel a contract and obtain a full refund where changes are made after contract that are not approved in writing
- provide a standard minimum warranty period of five years, on the operation and performance of the whole solar system including workmanship and products, and address any problems arising during this period
- fully inform you of the process between system installation and network connection or will facilitate this process on your behalf

DOCUMENTATION AND GENERAL BUSINESS

- ensure that you are provided with the required documentation before and after the solar system is installed
- adhere to all existing legislation and regulations, and maintain effective internal cancellation procedures
- be fully accountable for the actions of any subcontracted parties, including CEC-accredited installers/designers
- maintain a fair and transparent complaints process, and get back to you within 21 days of you making a complaint

DEALING WITH COMPLAINTS

Should you need to make a complaint against a company identifying itself as a Clean Energy Council Approved Solar Retailer, you should first contact the retailer

If you are not satisfied with the response from the Approved Retailer, you can also contact your relevant consumer protection organisation. You can also register your complaint with the Clean Energy Council, which will investigate breaches of the code. This may result in the retailer having its approval revoked.

For more information on dealing with complaints please visit **approvedsolarretailer.com.au**

FURTHER INFORMATION

- For further information or to view a copy of the code of conduct, visit **approvedsolarretailer.com.au**
- For any questions on the code of conduct, contact:
  Clean Energy Council – Code of Conduct
  Level 15, 222 Exhibition Street
  Melbourne VIC 3000
  email **codeofconduct@cleanenergycouncil.org.au**
- To download the Clean Energy Council's 'Guide to installing solar PV for households', visit **solaraccreditation.com.au/consumers**
- For information on consumer rights and warranties, visit **accc.gov.au/consumers/consumer-rights-guarantees**
- To contact your relevant consumer affairs organisation, visit **solaraccreditation.com.au/consumers/complaints**
- To view the Australian Competition and Consumer Commission authorisation register, visit **registers.accc.gov.au**

WHAT IS THE CLEAN ENERGY COUNCIL?

The Clean Energy Council is the peak body for Australia's clean energy industry. We represent and work with hundreds of leading businesses operating in solar, wind, energy efficiency, hydro, bioenergy, energy storage, geothermal and marine along with more than 4000 solar installers.

We are committed to accelerating the transformation of Australia's energy system to one that is smarter and cleaner.

For more information, visit **cleanenergycouncil.org.au**