

## PROPOSAL 1814-3

Grid tie solar photovoltaic equipment with the following capacity:

**55,440 Watts**

Date:

**27 de Noviembre del 2018**

To consider solar energy for its home or office is one of the best decisions than can be made for economic and environmental sustainability. Thanks to contact us and considering us as an option. We assured you that, like you, our main objective is to offer you the most suitable proposal to your needs as well as the best quality and service.

Following are the products and services included in the proposal:

NO.	CONCEPT	PRICE	QTY	Total
1	SOLAR MODULE. JA/Trina/Perlight, 330W, policristalino. Certificaciones: Sello FIDE, UL, TUV, ETL.	\$155	168	\$26,040.00
2	RACKING. Aluminium and stainless steel in 2 different roofs	\$11,309	1	\$11,309.00
3	INVERTER. Inversor 220V 3F Fronius Symo, 15,000 Watts (30 a 56 paneles solares). Includes internet monitoring.	\$3,430	3	\$10,290.00
4	ELECTRICAL INSTALLATION. According to the Mexican and CFE norms.	\$4,856	1	\$4,856.00
5	LABOR.	\$3,135	1	\$3,135.00
6	INTERCONNECTION WITH CFE.	\$3,557	1	\$3,557.00
7	FRONIUS SMART METER	\$0	1	\$0.00
8		\$0	0	\$0.00
SUBTOTAL:		USD		<b>\$59,187</b>
IVA:		USD		<b>\$9,470</b>
TOTAL (TAX INCLUDED):		USD		<b>\$68,657</b>
Price per watt (without IVA):		USD/Watt		<b>\$1.07</b>

The proposal aims to change your energy consumption and CFE bill according to the following table:

SOLAR ENERGY	WITHOUT	WITH
Tariff:	GDMTO	GDMTO
Annual energy consumption (kWh):	136,715 kWh	40,667 kWh
Annual CFE bill:	\$275,057	\$100,350
Annual savings:	<b>\$174,706 pesos ☆</b>	

Following is the payback period, savings projection over the next 25 years and internal rate of return of the project:

FINANCING	WITHOUT	WITH
Payback period (years):	<b>5.9</b>	<b>5.7</b>
Savings in 25 years (MXP):	\$15,873,799	\$15,406,668
IRR at 10 years:	14.1%	44.9%

### CLIENTE

Client: Rancho Santa Marta  
RFC: -  
Rod  
e-mail: rsmranchosantamarta@gmail.com  
Phone: (646) 179 3162  
CFE Tariff: GDMTO  
RPU CFE: 011 900 600 501  
Address: Carretera Transpeninsular km 96, San Vicente, Ensenada, Baja California

### COMMERCIAL CONDITIONS

Validity: 2 months  
Delivery time: 4 weeks are required to finalize the project.  
Place: House with CFE service number 011 900 600 501  
Payments: 60% to start with the project and 40% at the end.  
Exchange rate: Proposal made at \$19.00 MXP/USD. The cost will vary according to the sale exchange rate in Bancomer.

### REQUIREMENTS

- Instalación eléctrica del inmueble en buen estado.
- Techo e impermeabilizante en buen estado.
- Servicio de internet para monitorear en línea.

### SUPPLIER

ElectroSolar / César Humberto Villarreal Leal  
RFC: VILC820415 MR1  
Address: Carretera Tijuana-Ensenada km 103 El Sauzal, Ensenada, B.C., México, 22760  
Phone: (646) 175 8064  
e-mail: [info@electrosolar.mx](mailto:info@electrosolar.mx)

### SALES CONTACT

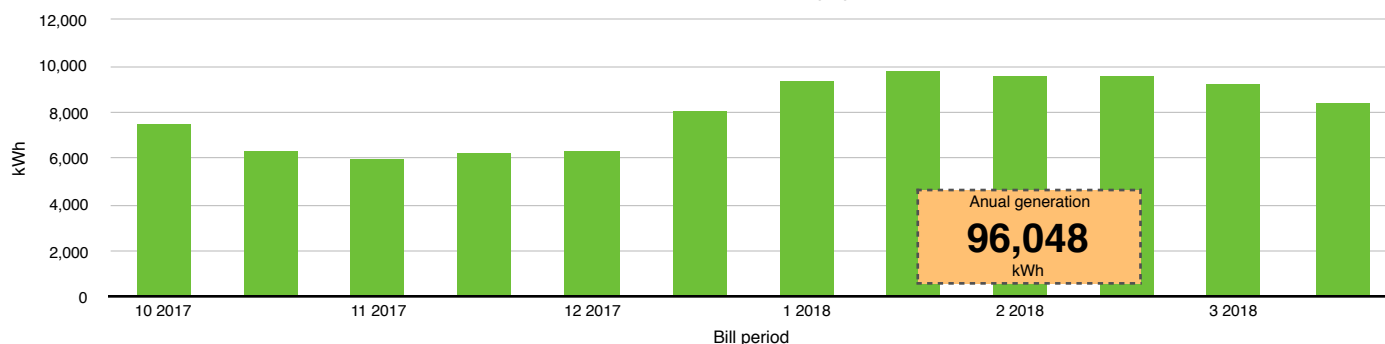
ElectroSolar  
e-mail: [info@electrosolar.mx](mailto:info@electrosolar.mx)  
Phone: (646) 175 8064

Signature:

## ANÁLISIS GRÁFICO DE GENERACIÓN Y CONSUMO

The next chart shows the expected energy generation by the solar equipment. This proposal was processed on the basis of the energy consumption of last the 12 months, as well as in the characteristics of the place (shades, direction and inclination of the solar panels).

Chart 1. Expected solar energy generation



Now the energy consumption is observed without and with solar energy.

Chart 2. Actual energy consumption

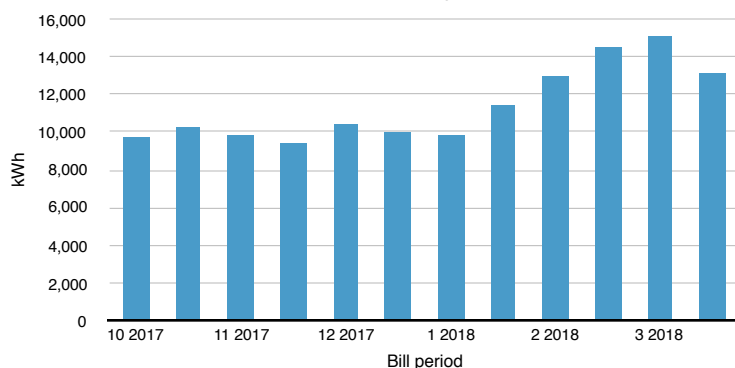
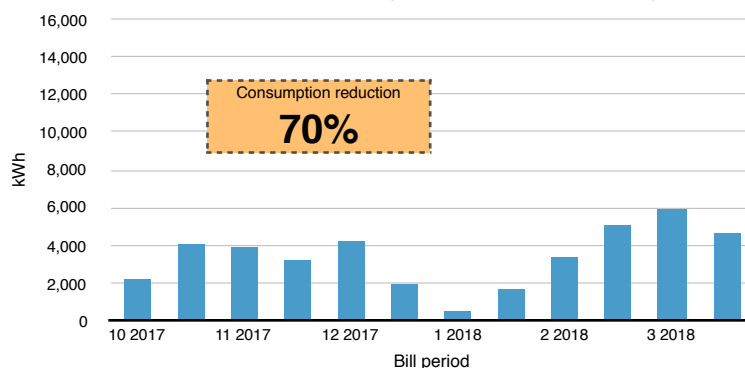


Chart 3. Expected energy consumption with solar energy



With the reduction in the consumption there will be savings in the CFE bill. The following charts are a comparison of the bills with and without solar energy. Each bar detaches the different components from the CFE tariff due to the type of tariff of each client, all the components do not apply to each case.

Chart 4. CFE bill without solar energy

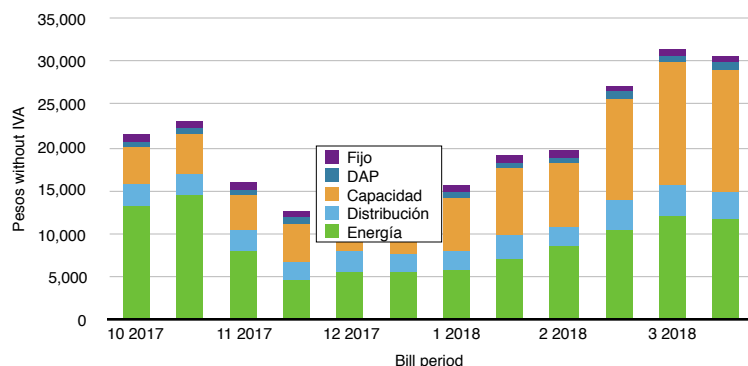
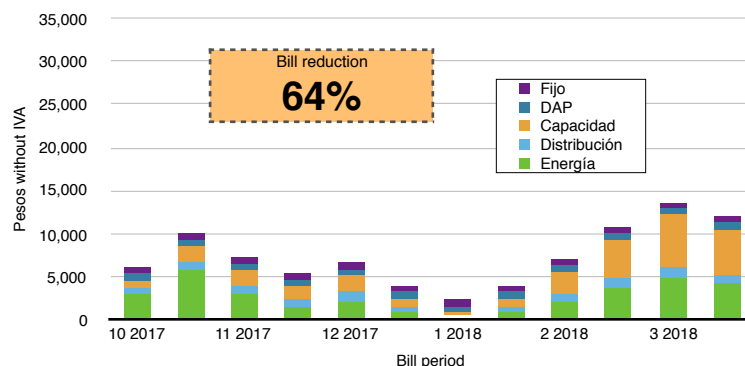


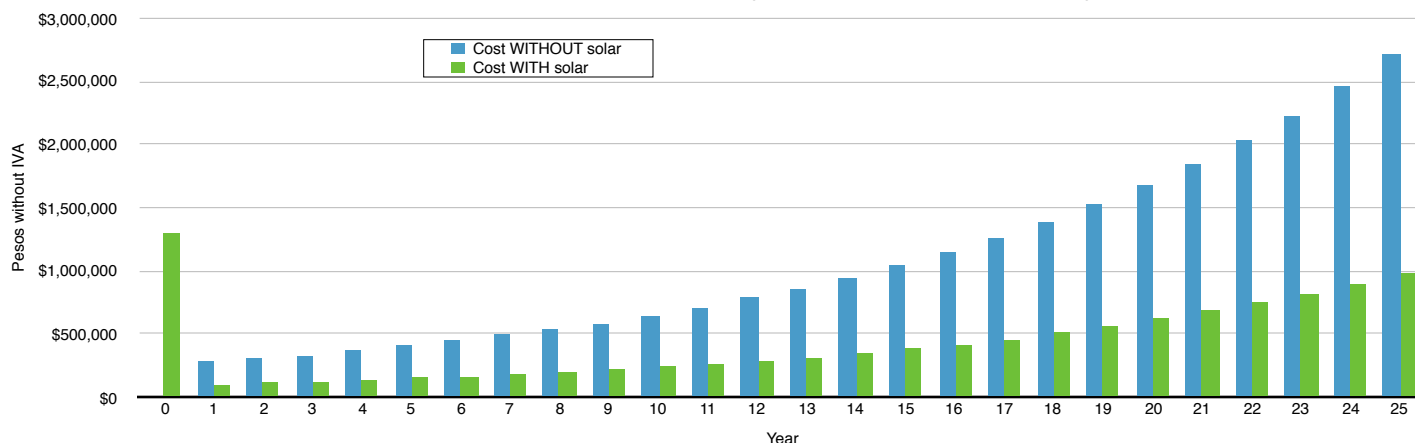
Chart 5. Expected CFE bill with solar energy



## SAVINGS ANALYSIS WITHOUT Financing

Next the difference in payments is observed CFE when using solar energy in next the 25 years. In her the blue bars represent the payments CFE of the present electrical service in case of not installing the solar panels. On the other hand, the green bars represent the purchase of the solar equipment and later the payments CFE by the consumed energy (remaining).

Chart 6. Comparison of anual energy cost WITH and WITHOUT solar energy



### FINANCIAL ANALYSIS

Financing +	NO
Investment USD	\$68,845 USD
Investment MXP (informative ER)	\$1,308,047 Pesos
Annual savings MXP ☆ *	<b>\$174,706 Pesos</b>
Savings in 25 years MXP	<b>\$15,873,799 Pesos</b>
Payback period	<b>5.86 Years</b>
Internal rate of return in 10 years	<b>14.1%</b>

### FINANCIAL VARIABLES

Exchange rate (informative)	\$19.00
Inflation	4.00%
Electricity price increase per year	10.00%

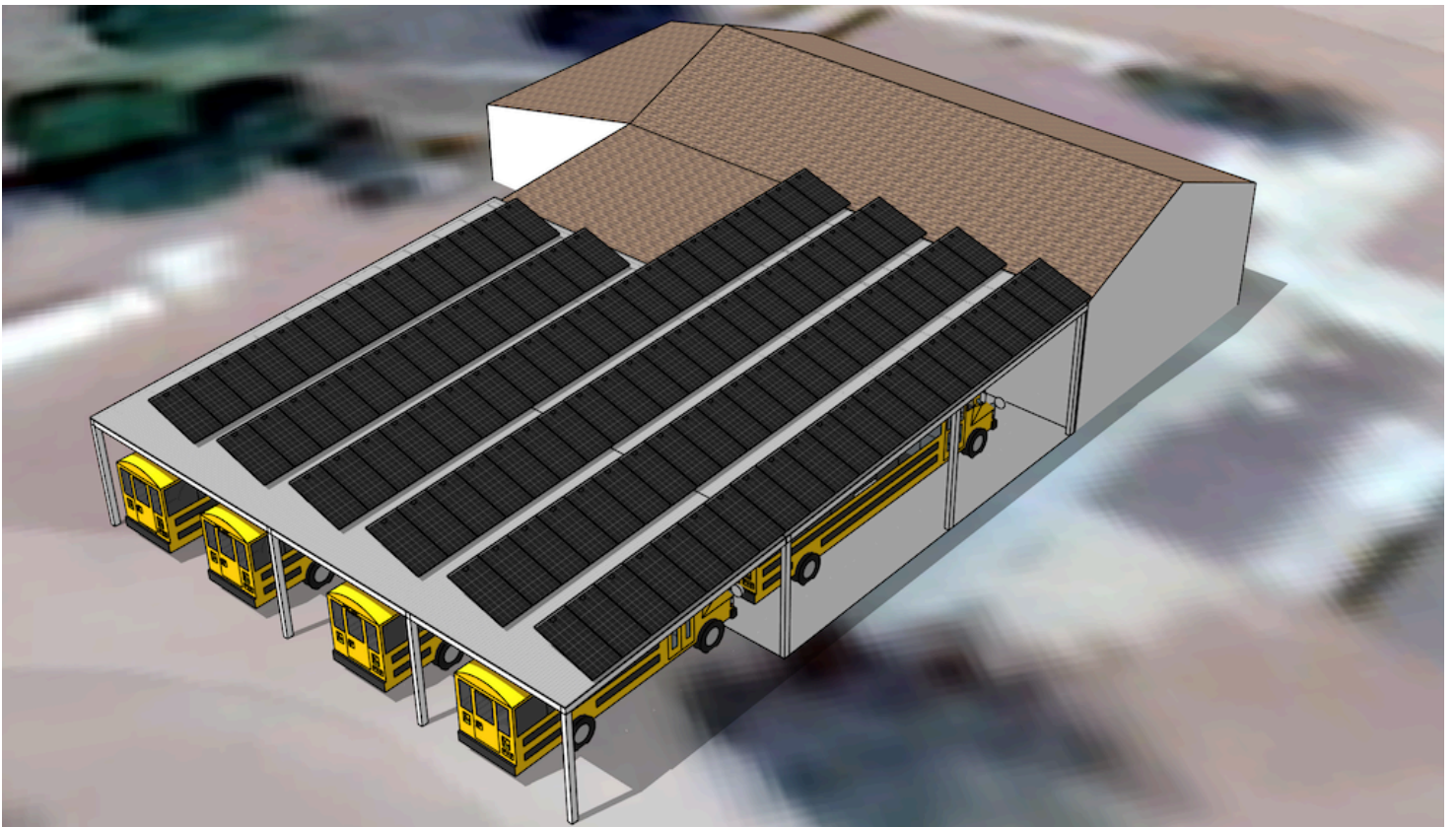
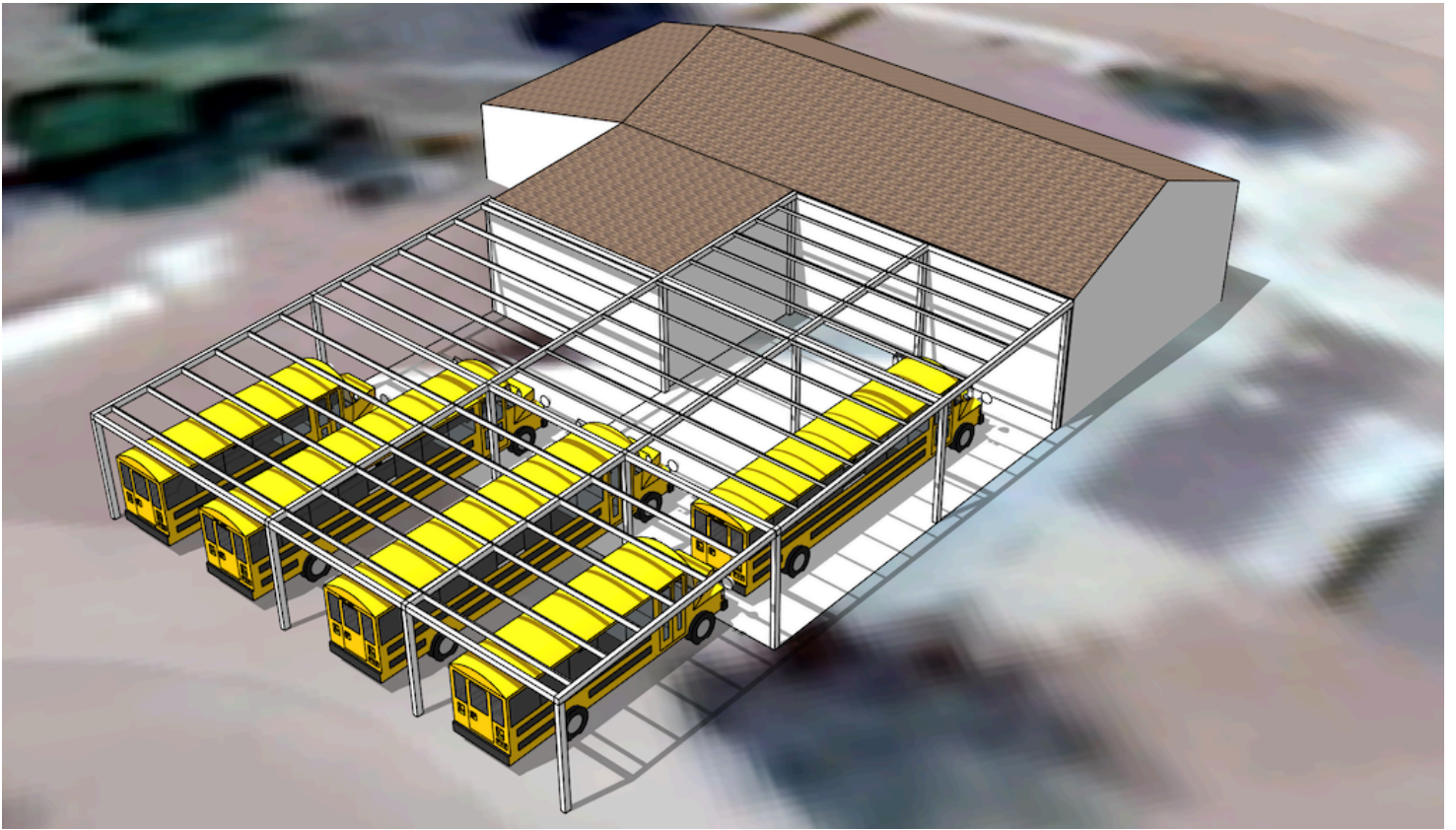
#### Investment, savings and cost WITH solar energy

YR	CFE	ISR	Investment	Total
0	\$0	\$0	\$1,308,047	\$1,308,047
1	\$100,350	\$0	\$0	\$100,350
2	\$110,386	\$0	\$0	\$110,386
3	\$121,424	\$0	\$0	\$121,424
4	\$133,566	\$0	\$0	\$133,566
5	\$146,923	\$0	\$0	\$146,923
6	\$161,615	\$0	\$0	\$161,615
7	\$177,777	\$0	\$0	\$177,777
8	\$195,555	\$0	\$0	\$195,555
9	\$215,110	\$0	\$0	\$215,110
10	\$236,621	\$0	\$0	\$236,621
11	\$260,283	\$0	\$0	\$260,283
12	\$286,312	\$0	\$0	\$286,312
13	\$314,943	\$0	\$0	\$314,943
14	\$346,437	\$0	\$0	\$346,437
15	\$381,081	\$0	\$0	\$381,081
16	\$419,189	\$0	\$0	\$419,189
17	\$461,108	\$0	\$0	\$461,108
18	\$507,219	\$0	\$0	\$507,219
19	\$557,940	\$0	\$0	\$557,940
20	\$613,734	\$0	\$0	\$613,734
21	\$675,108	\$0	\$0	\$675,108
22	\$742,619	\$0	\$0	\$742,619
23	\$816,881	\$0	\$0	\$816,881
24	\$898,569	\$0	\$0	\$898,569
25	\$988,425	\$0	\$0	\$988,425
	<b>\$9,869,175</b>	<b>\$0</b>	<b>\$1,308,047</b>	

#### Energy cost WITH and WITHOUT solar energy

YR	WITHOUT	WITH	Savings	Cummulative savings
0	\$0	\$1,308,047	-\$1,308,047	-\$1,308,047
1	\$275,057	\$100,350	\$174,706	-\$1,133,340
2	\$302,562	\$110,386	\$192,177	-\$941,163
3	\$332,819	\$121,424	\$211,395	-\$729,769
4	\$366,101	\$133,566	\$232,534	-\$497,235
5	\$402,711	\$146,923	\$255,787	-\$241,447
6	\$442,982	\$161,615	\$281,366	\$39,919
7	\$487,280	\$177,777	\$309,503	\$349,422
8	\$536,008	\$195,555	\$340,453	\$689,875
9	\$589,609	\$215,110	\$374,498	\$1,064,373
10	\$648,569	\$236,621	\$411,948	\$1,476,321
11	\$713,426	\$260,283	\$453,143	\$1,929,464
12	\$784,769	\$286,312	\$498,457	\$2,427,922
13	\$863,246	\$314,943	\$548,303	\$2,976,225
14	\$949,570	\$346,437	\$603,133	\$3,579,358
15	\$1,044,528	\$381,081	\$663,447	\$4,242,805
16	\$1,148,980	\$419,189	\$729,791	\$4,972,596
17	\$1,263,878	\$461,108	\$802,770	\$5,775,366
18	\$1,390,266	\$507,219	\$883,048	\$6,658,414
19	\$1,529,293	\$557,940	\$971,352	\$7,629,766
20	\$1,682,222	\$613,734	\$1,068,488	\$8,698,254
21	\$1,850,444	\$675,108	\$1,175,336	\$9,873,590
22	\$2,035,489	\$742,619	\$1,292,870	\$11,166,460
23	\$2,239,037	\$816,881	\$1,422,157	\$12,588,617
24	\$2,462,941	\$898,569	\$1,564,373	\$14,152,990
25	\$2,709,235	\$988,425	\$1,720,810	\$15,873,799
	<b>\$27,051,021</b>	<b>\$11,177,222</b>	<b>\$15,873,799</b>	

## STEEL STRUCTURE





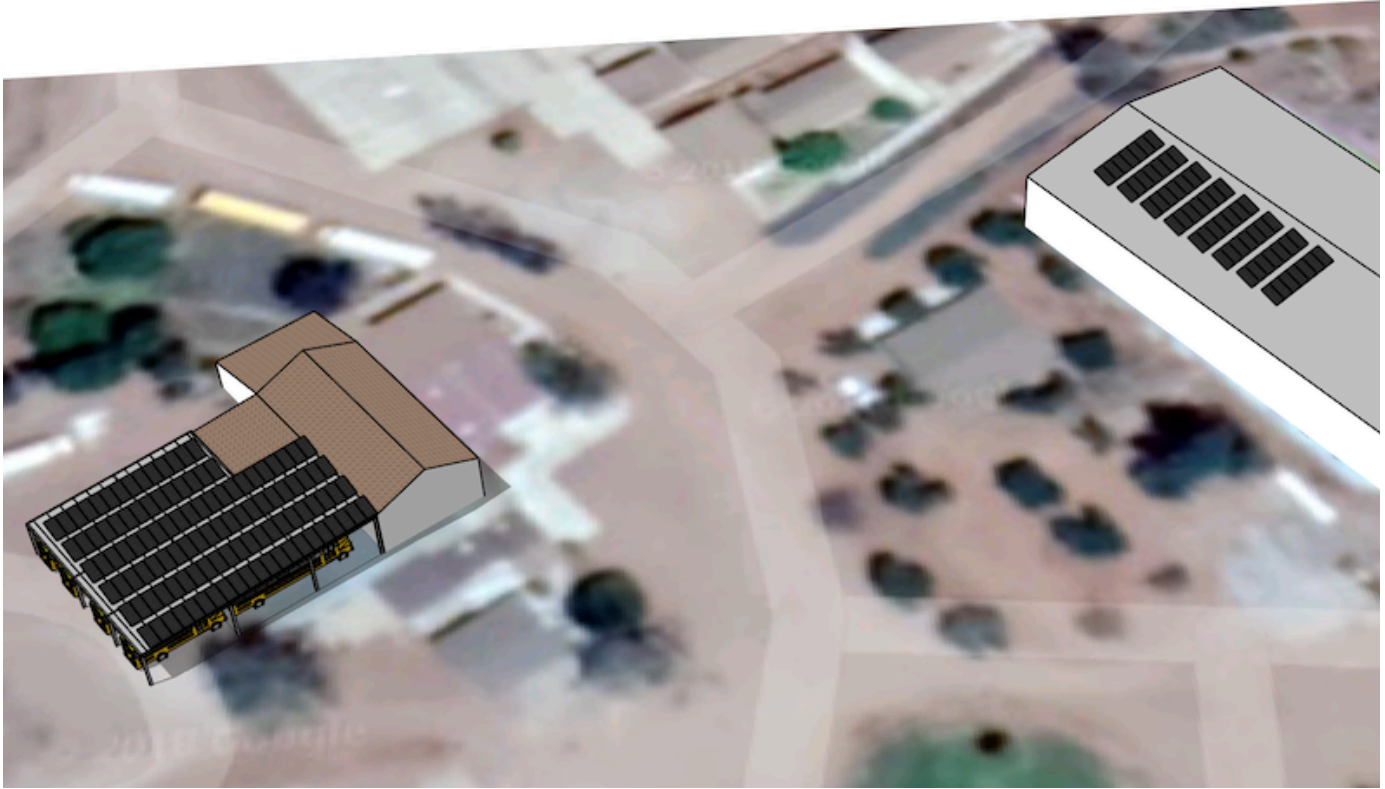
## DETAILS

Approximate view of 168 solar panels in roofs

2 Inverters in the garage

(needs to be strengthen and an extension)

1 Inverter in the gym



### WARRANTY

Solar modules	10 years against defects, 25 years of minimum 80% performance
Inverter	10 years
Racking	10 years
Monitoring equipment	5 years
Installation	2 years

### POST SALE SERVICE

Includes CFE bill checkups during the first year to avoid CFE errors

Inspection of the installation 6 months after the installation

### NOTES

- ☆ The study of savings is taking into account the power consumption from the last year. In case of increasing its consumption, the expected CFE bill will be affected.
- ❖ The energy generation is estimated and can vary +-10%.
- △ The bill period is Mensual
- \* Fit to the first year taking into account the inflation, IVA and right by public lighting system (DAP). It does not include charges by power factor (FP).
- + The financing this subject to the approval of the financial organism and the monthly payment is considered.
- ◆
- ◇