

250 installations by 2017

| Sales | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total 12mths |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Sales from Electricity to Towerco | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 3,435,214 |
| Sales from EMS units | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sales through Power Kiosk to private | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Sales | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 286,268 | 3,435,214 |
| Costs | | | | | | | | | | | | | |
| Capex | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 11,217 | 134,609 |
| ESCO Expenses | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 199,979 | 2,399,753 |
| Financial costs (CAPEX financing) | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 21,667 | 260,001 |
| Solar Kiosk Rental | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurance | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 2,675 | 32,100 |
| Land leasing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Costs | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 235,539 | 2,826,463 |
| Gross Profit before Labour | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 50,729 | 608,751 |
| | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | 17.22% | |
| Product Development | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 8,611 | 103,333 |
| Labour Costs | | | | | | | | | | | | | |
| CEO | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 36,000 |
| CMO | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 36,000 |
| CTO | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 36,000 |
| CFO | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 36,000 |
| EMEA VP | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 36,000 |
| 2 Engineers | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 120,000 |
| 2 Account Manager | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 10 Project Manager | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Labour Cost | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 300,000 |
| Gross Profit | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 205,417 |
| | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | 5.98% | |
| Gross Profit | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 17,118 | 205,417 |
| Expenses | | | | | | | | | | | | | |
| Recruitment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Rent | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Couriers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurances (employee and Inc.) | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Office cleaning | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1,200 |
| Repairs/maintenance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Postage | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 600 |
| Printing & stationery | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 600 |
| Advertising/marketing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Telephone/fax | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Computer Costs | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1,200 |
| Motor & Travel | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 120,000 |
| Entertainment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal & Prof. Fees | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 18,000 |
| Financial services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Audit fees | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 3,600 |
| Bank charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Credit Card Charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bad debt allow. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Canteen expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Light & heat | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Staff Training | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Subscriptions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 15,800 | 189,600 |
| Net Profit/Loss (pre-tax) | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 1,318 | 15,817 |
| | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | 0.46% | |
| Tax Expenses | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 10,146 | 121,750 |
| Net Profit/Loss (after-tax) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (8,828) | (105,933) |
| Cash burn | | | | | | | | | | | | | 3,878,747 |

750 installations in 2018

| Sales | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total 12mths |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Sales from Electricity to Towerco | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 891,094 | 10,693,133 |
| Sales from EMS units | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 1,440,000 |
| Sales through Power Kiosk to private | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Sales | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 1,011,094 | 12,133,133 |
| Costs | | | | | | | | | | | | | |
| Capex | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 34,918 | 419,011 |
| ESCO Expenses | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 622,496 | 7,469,952 |
| Financial costs (CAPEX financing) | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 62,609 | 751,306 |
| Solar Kiosk Rental | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurance | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 8,212 | 98,547 |
| Land leasing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Costs | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 728,235 | 8,738,815 |
| Gross Profit before Labour | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 282,860 | 3,394,318 |
| | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | 27.98% | |
| Labour Costs | | | | | | | | | | | | | |
| CEO | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| CMO | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| CTO | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| CFO | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| EMEA VP | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| 2 Engineers | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 120,000 |
| 10 Account Managers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 20 Project Managers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Labour Cost | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 420,000 |
| | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | 3.46% | |
| Gross Profit | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 2,974,318 |
| | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | 24.51% | |
| Gross Profit | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 247,860 | 2,974,318 |
| Expenses | | | | | | | | | | | | | |
| Recruitment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Rent | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 120,000 |
| Couriers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurances (employee and Inc.) | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Office cleaning | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Repairs/maintenance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Postage | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Printing & stationery | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Advertising/marketing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Telephone/fax | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Computer Costs | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Motor & Travel | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 600,000 |
| Entertainment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal & Prof. Fees | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 18,000 |
| Financial services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Audit fees | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Bank charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Credit Card Charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bad debt allow. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Canteen expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Light & heat | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Staff Training | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Subscriptions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 69,400 | 832,800 |
| | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | 6.86% | |
| Net Profit/Loss | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 178,460 | 2,141,518 |
| | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | 17.65% | |
| Tax Expenses | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 32,572 | 390,864 |
| Net Profit/Loss (after-tax) | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 145,888 | 1,750,654 |

Cash burn

11,423,977

1500 installations in 2019

| Sales | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total 12mths |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Sales from Electricity to Towerco | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 1,850,413 | 22,204,959 |
| Sales from EMS units | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 7,200,000 |
| Sales through Power Kiosk to private | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Sales | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 2,450,413 | 29,404,959 |
| Costs | | | | | | | | | | | | | |
| Capex | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 72,509 | 870,103 |
| ESCO Expenses | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 1,292,652 | 15,511,822 |
| Financial costs (CAPEX financing) | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 120,232 | 1,442,780 |
| Solar Kiosk Rental | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurance | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 16,812 | 201,745 |
| Land leasing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Costs | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 1,502,204 | 18,026,450 |
| Gross Profit before Labour | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 61.30% | 11,378,509 |
| | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | 948,209 | |
| | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | 38.70% | |
| Labour Costs | | | | | | | | | | | | | |
| CEO | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 84,000 |
| CMO | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 84,000 |
| CTO | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 84,000 |
| CFO | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 84,000 |
| EMEA VP | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 7,000 | 84,000 |
| 2 Engineers | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 240,000 |
| 10 Account Managers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 20 Project Managers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Labour Cost | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 55,000 | 660,000 |
| | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | 2.24% | |
| Gross Profit | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 10,718,509 |
| | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | 36.45% | |
| Gross Profit | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 893,209 | 10,718,509 |
| Expenses | | | | | | | | | | | | | |
| Recruitment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Rent | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 240,000 |
| Couriers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurances (employee and Inc.) | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 240,000 |
| Office cleaning | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Repairs/maintenance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Postage | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Printing & stationery | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Advertising/marketing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Telephone/fax | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Computer Costs | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Motor & Travel | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 360,000 |
| Entertainment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal & Prof. Fees | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 18,000 |
| Financial services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Audit fees | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Bank charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Credit Card Charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bad debt allow. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Canteen expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Light & heat | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Staff Training | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Subscriptions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 946,800 |
| | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | 3.22% | |
| Net Profit/Loss | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 814,309 | 9,771,709 |
| | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | 33.23% | |
| Tax Expenses | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 69,642 | 835,702 |
| Net Profit/Loss (after-tax) | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 744,667 | 8,936,008 |

Cash burn

22,611,779

3000 installations in 2020

| Sales | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total 12mths |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Sales from Electricity to Towerco | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 3,776,747 | 45,320,960 |
| Sales from EMS units | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 14,400,000 |
| Sales through Power Kiosk to private | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Sales | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 4,976,747 | 59,720,960 |

| Costs | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total 12mths |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Capex | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 147,992 | 1,775,905 |
| ESCO Expenses | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 2,638,340 | 31,660,075 |
| Financial costs (CAPEX financing) | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 235,054 | 2,820,643 |
| Solar Kiosk Rental | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurance | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 34,039 | 408,467 |
| Land leasing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Costs | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 3,055,424 | 36,665,089 |
| Gross Profit before Labour | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 1,921,323 | 23,055,871 |
| | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | 38.61% | |

Labour Costs

| | | | | | | | | | | | | | |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| CEO | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 108,000 |
| CMO | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 108,000 |
| CTO | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 108,000 |
| CFO | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 108,000 |
| EMEA VP | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 108,000 |
| 2 Engineers | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 240,000 |
| 10 Account Managers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 20 Project Managers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Labour Cost | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 | 780,000 |
| | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | 1.31% | |

| | | | | | | | | | | | | | |
|---------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Gross Profit | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 22,275,871 |
| | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | 37.30% | |

| Expenses | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total 12mths |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Gross Profit | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 1,856,323 | 22,275,871 |
| Expenses | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 946,800 |
| Recruitment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Rent | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 240,000 |
| Couriers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurances (employee and Inc.) | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 240,000 |
| Office cleaning | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Repairs/maintenance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Postage | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Printing & stationery | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Advertising/marketing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Telephone/fax | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Computer Costs | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Motor & Travel | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 360,000 |
| Entertainment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal & Prof. Fees | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 18,000 |
| Financial services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Audit fees | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Bank charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Credit Card Charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bad debt allow. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Canteen expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Light & heat | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Staff Training | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| Subscriptions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 78,900 | 946,800 |
| | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | 1.59% | |
| Net Profit/Loss | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 1,777,423 | 21,329,071 |
| | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | 35.71% | |
| Tax Expenses | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 123,973 | 1,487,674 |
| Net Profit/Loss (after-tax) | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 1,653,450 | 19,841,397 |

Cash burn

| | | | | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|--|--|-------------------|
| | | | | | | | | | | | | | 44,230,135 |
|--|--|--|--|--|--|--|--|--|--|--|--|--|-------------------|