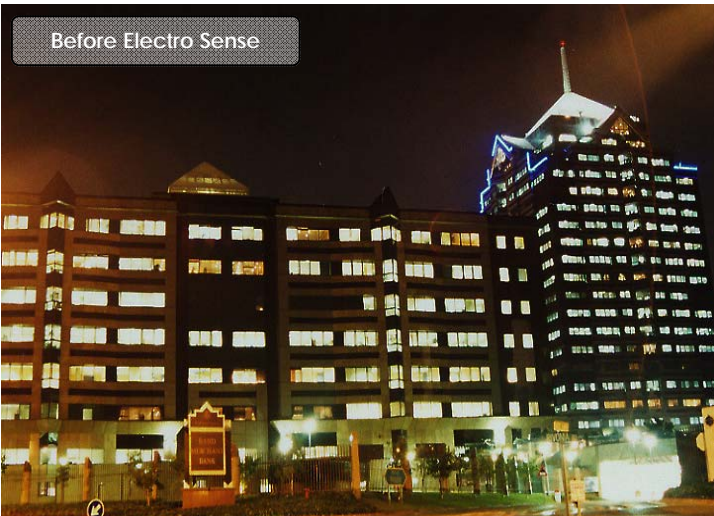




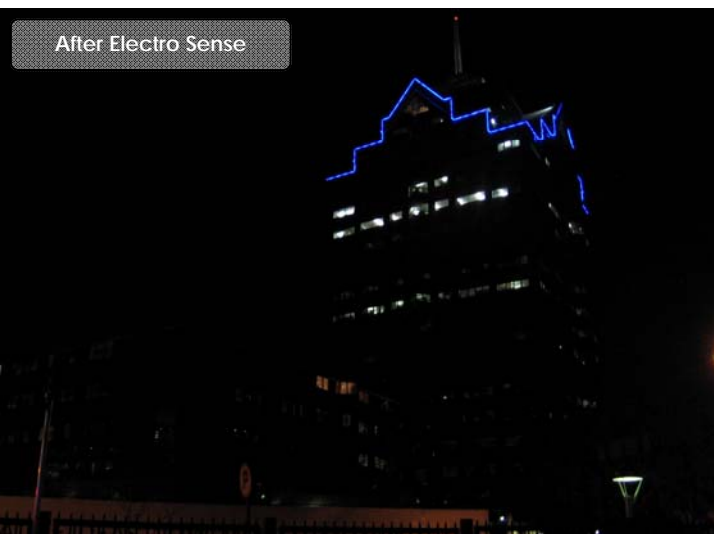
# ELECTRO SENSE RMB Savings

## RMB IMPROVES BOTTOM LINE WITH ELECTRO SENSE PROACTIVE ENERGY MANAGEMENT SYSTEM™

The Electro Sense Proactive Energy Management System™, which provides the most efficient, cost effective use of lighting possible, was installed in the Rand Merchant Bank multi-building commercial office complex known as Merchant Place in Sandton in early 2008 to; provide optimum control of the lighting system, generate maximum cost savings for RMB and minimize electricity use. The system has been running for a full year and all operational objectives and savings targets have been met and exceeded.

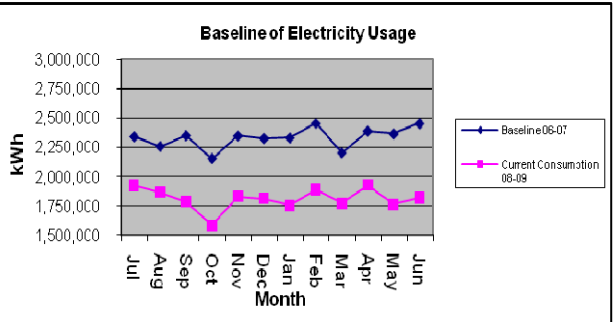


Lights on: **24/7**  
 Average kwh/month use: **2,331,194**  
 Kwh/month savings predicted: **472,153**  
 Cost savings/month predicted: **R91,721**

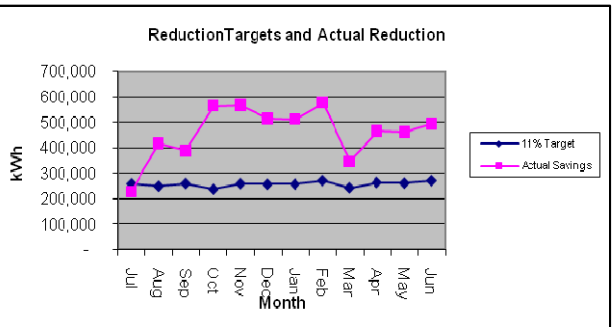


Lights on: **When needed**  
 Average kwh/month use: **1,811,991**  
 Kwh/month savings achieved: **465,203**  
 Cost savings/month achieved: **R100,099**

RMB planned 4 interventions to achieve a target of 11% electricity use reduction at its Merchant Place complex; installation of the Electro Sense Proactive Energy Management System™ to control the lights, set some computer screens to standby after 10 minutes, replace air-con fan motors, and install variable speed drives in fans. The Electro Sense Proactive Energy Management System™ was the first intervention and had the highest target savings.



Electricity usage before/after interventions



11% Target and Actual Reduction

### HOW DOES IT WORK

When you walk into a room the sensor detects you and turns the lights and air-conditioning on.

Each sensor has an adjustable built in timer defaulted to 10 minutes.

When there is no movement detected by the sensor the timer starts counting down. If any movement is detected before the timer gets to zero, the timer resets and starts counting down again. As soon as there is no motion detected for 10 minutes the lights and air-conditioning are shut off.

It's like having an invisible person walking behind you turning off the lights when you leave.

In today's cost, conservation and environmentally conscious business environment Electro Sense makes sense.

### Environmental and Social Impact Every Month!

Saved KWh	472 153
Low income families receiving free electricity	4 722
CO <sub>2</sub> emissions (kg)	461 766
Number of cars removed from our roads	2 188
Number of Trees Saved	420