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To whom it may concern:

Re: QDM (Quality Demand Management) - Lighting retrofit and Sensor installation

This letter serves as conformation that QDM, who at the time traded as Electro Sense Eastern Cape was the chosen ESCo for the implementation of a lighting retrofit on the Mondelez South Africa (previously known as Kraft Foods SA) production facility in Port Elizabeth. This project commenced in September 2012 and was successfully completed around April 2013 and has ensured an Eskom rebate of over R900k in addition to the 248kW demand saving during this retrofit.

QDM also obtained, at the same time as the abovementioned lighting project, the project to install almost 2000 occupancy sensors across the Mondelez production facility to control lights and office air-conditioning units, which ensured a further 300kW demand saving. Both these projects were completed within the pre-agreed safety and quality specifications.

We at Mondelez are conscious of the complexity and magnitude of these projects, and am extremely satisfied with the manner in which these projects were delivered (from cradle to grave), and therefore would be happy to recommend QDM to any organization in need of similar services.

Friendly greeting and best regards,

Dawie Fourie

Area Lead – Health, Safety and Environmental (Southern Central and East Africa)

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