

Fixed costs (approximately 598641 CNY in total)

1. Equipment: Solar panel assembly totally costs 120500CNY. Power station assembly totally costs 95433CNY. Connection assembly costs 2340CNY. Testing costs 74390 CNY. And Packing equipment totally costs 104990CNY.Others including insulating tool and cleaning tool cost 50978CNY.

2.Installation: Hire 10 installers, each paid 500CNY per day, and install the equipment for 12 days, 60000CNY

3.Plant cost: concrete structure general standard plant construction cost: about 800 CNY/m²; Steel structure general standard plant construction cost: about 750 CNY/m². The final total cost of building the plant was 100,000CNY.

4.Business license fee: In Qidong Economic Development Zone, 0.8% of the total registered capital; If it exceeds 10 million CNY, the excess part will be charged at 0.4%, and if it exceeds 100 million CNY, the excess part will not be charged. The registered capital of our company is 5 million CNY, so the business license fee is 40,000 CNY.

Variable costs (approximately 76883000 CNY in total per month)

1.Materials: ①Raw materials

Table 11. Raw materials

Product name	Specification	Supplier	Price (CNY)
Tailor -made 1 panel	78HL4-(V)	Jinko Energy	543
LFP battery	LF100	EVE Energy	273.84
LFP battery	LF173	EVE Energy	319.33
LFP battery	LF280K	EVE Energy	351.28
FFP battery	MB30	EVE Energy	403.43
Inverter	2000W motherboard sine	Huazhou Zhengxian Electrical technology	418

Inverter	1000W/2000W motherboard sine	Huazhou Zhengxian Electrical technology	268
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It is calculated according to the daily production output of 3000 pieces. At the same time, because we take the goods in bulk, we can get a 30% discount price with the raw material supplier. In this way, the daily raw material cost is about 2,547,300CNY.

② Packaging material

The packaging material mainly comprises expandable polystyrene (EPS) and the outer carton.

Table 12. Packaging material

Product name	Supplier	Price (CNY)
Expandable polystyrene	Siwell Plastic Materials Co., LTD	10.80CNY/kg
Packing carton	Qingdao United Packaging Co., LTD	0.67CNY/ piece

The specific total cost of materials depends on the monthly production situation, and is estimated to be no less than 400,000CNY per month.

2.Utilities cost:

Water fee: 1.40 CNY/t for industrial water, and 1.15 CNY/t for domestic water.

Electricity: The average price of industrial electricity is 0.428 CNY /kWh. The residential electricity price is 0.52 CNY /kWh.

3.Logistics cost: automobile transport price of about 0.5 CNY/t per km; Water transport price is about 0.2 CNY/t per km.

4.Sewage charges: The cost of sewage is charged according to the production process, the amount of wastewater, and the factors included, and the fee standard is 0.1 CNY/t. H₂S 2 CNY/kg, SO₂ 0.6 CNY/kg, smoke 0.3 CNY/kg. Solid waste is charged according to the monthly production volume and the factors contained, and the price is 25-1000 CNY/t.

5. Personnel costs:

①Basic personnel: According to a government report, the average worker in Qidong, Jiangsu province, earns 5,800CNY a month. And according to the production capacity and working hours of the production line, it is necessary to determine how many production personnel, quality inspection personnel, and packaging personnel are needed each working day. According to the estimate, each batch needs 10 production personnel, 2 quality inspection personnel, and 8 packaging personnel, so each batch needs 20 personnel. As a result, a total of 40 employees are required for each shift. In

addition, there are eight financial staff. The monthly salary of junior staff is 4000, the monthly salary of supervisor is 6000. The monthly salary of security guard is 3000. Therefore, the total salary of the employees used to maintain the production is about 286,000 CNY per month. Personnel allowances and bonuses are subject to annual revenue performance.

②Sales staff: There are about 10 sales staff. Base salary of 3000CNY, the rest according to personal performance commission and bonus.

③Technical personnel: There are four technical personnel responsible for after-sales, and the monthly salary is 6,500CNY. 6 technicians responsible for research and development, 10000CNYper month.

6.Office expenses: Office expenses include office consumables, office supplies, cleaning supplies, office telephone expenses, network expenses, expenses incurred by large-scale activities of the company, green plant expenses and special office supplies. Monthly expenses vary depending on the month. It is estimated that \$20,000 per month will be required for this purpose.

7.Maintainance: In order to maintain the normal operation of fixed assets for repair and maintenance costs, this part of the expenditure is estimated at 5000CNY per month.