



COMMISSION TABLE

AGE OF VEHICLE	KM (MILEAGE)	RATE
<i>NEW (NMT)* < 6 MONTHS</i>	<i>< 6,000 km</i>	<i>3.0 %</i>
UP TO 1 YEAR	6,000 ~ 20,000	3.5 %
1 TO 2 YEARS	20,000 ~ 40,000	4.0 %
2 TO 3 YEARS	40,000 ~ 65,000	4.5 %
3 TO 4 YEARS	65,000 ~ 80,000	6.0 %
4 TO 5 YEARS	80,000 ~ 95,000	7.5 %
5+ YEARS	Over 95,000 km	9.0 %

The rate is based on a combination of age and mileage; e.g. a vehicle with 18 months of age (4%) having just 15,000 km (3.5%) would result in a commission rate of 3.75%.

The rates apply to vehicles supplied on a deposit basis with the balance due on handover.

Vehicles over 3 Years and 65,000 km (40,000 miles) are supplied by prior arrangement.

Rates above include VAT (*except new vehicles / NMT) at the standard rate on invoicing.

*New cars (NMT 3%) are priced net of VAT which is levied on registration.

An allowance of 50% may be provided if the contract and payment is made by you (the client) directly with the chosen supplier, which we shall supervise; e.g. a car that is 18 months of age with 30,000 km (20,000 miles), the commission will then be 2% rather than the standard 4%.

The commission excludes the 'Registration Fee – OTR' as may be applicable.

The current rates above are subject to change.