

	July	August	September	October	November	December	January	February	March	April	May	June
Warranty Commission												
Warranty Gross					\$269,892	\$209,666	\$216,264	\$237,223	\$0	\$0	\$0	\$0
Warranty Gross %					71.0%	73.0%	71.0%	72.0%	0.0%	0.0%	0.0%	0.0%
No. Of Staff					4	4	4	4	0	0	0	0
Percentage Achieved					3.0%	2.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.0%
Amount Payable	\$0	\$0	\$0	\$0	\$2,024	\$1,048	\$1,081	\$1,186	\$0	\$0	\$0	\$0
Other/Adjustments												
Total STIP Earnt	\$0	\$0	\$0	\$0	\$2,024	\$1,048	\$1,768	\$1,186	\$0	\$0	\$0	\$0
Superannuation Deduction	\$0	\$0	\$0	\$0	\$176	\$91	\$153	\$103	\$0	\$0	\$0	\$0
Commission Payable	\$0	\$0	\$0	\$0	\$1,848	\$957	\$1,615	\$1,083	\$0	\$0	\$0	\$0

Director of Operations Approval

[Signature]

Group Service Manager Approval

[Signature]

over Wilsons
06.03.19

Australian Automotive Group Pty Limited
Commission Calculation for

Michaela Bell

Trading as Warrantly Hub
Month February 2019

	July	August	September	October	November	December	January	February	March	April	May	June
Warranty Commission												
Warranty Gross	\$311,476	\$358,958	\$267,315	\$286,225	\$269,892	\$209,666	\$216,264	\$237,223	\$0	\$0	\$0	\$0
Warranty Gross %	76.0%	76.0%	78.0%	76.0%	71.0%	73.0%	71.0%	72.0%	0.0%	0.0%	0.0%	0.0%
No. Of Staff	4	3	4	4	4	4	4	4	0	0	0	0
Percentage Achieved	3.4%	3.6%	3.4%	3.3%	3.0%	2.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.0%
Amount Payable	\$2,648	\$4,307	\$2,272	\$2,361	\$2,024	\$1,048	\$1,081	\$1,186	\$0	\$0	\$0	\$0
Other/Adjustments												
Total STIP Earnt	\$2,648	\$4,307	\$2,272	\$2,361	\$2,024	\$1,048	\$1,186	\$1,186	\$0	\$0	\$0	\$0
Superannuation Deduction	\$230	\$374	\$197	\$205	\$176	\$91	\$22	\$193	\$0	\$0	\$0	\$0
Commission Payable	\$2,418	\$3,933	\$2,075	\$2,156	\$1,848	\$957	\$236	\$1,083	\$0	\$0	\$0	\$0

Director of Operations Approval

[Signature]

Group Service Manager Approval

[Signature]

Chris Williams

06.03.19

Australian Automotive Group Pty Limited
Commission Calculation for

Dusan Senicic

Trading as Warranty Hub
Month February 2019

	July	August	September	October	November	December	January	February	March	April	May	June
Warranty Commission												
Warranty Gross	\$311,476	\$358,958	\$267,315	\$286,225	\$269,892	\$209,666	\$216,264	\$237,223	\$0	\$0	\$0	\$0
Warranty Gross %	76.0%	76.0%	78.0%	76.0%	71.0%	73.0%	71.0%	72.0%	0.0%	0.0%	0.0%	0.0%
No. Of Staff	4	3	4	4	4	4	4	4	0	0	0	0
Percentage Achieved	3.4%	3.6%	3.4%	3.3%	3.0%	2.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.0%
Amount Payable	\$2,648	\$4,307	\$2,272	\$2,361	\$2,024	\$1,048	\$1,081	\$1,186	\$0	\$0	\$0	\$0
Other/Adjustments												
Total STIP Eamt	\$2,648	\$4,307	\$2,272	\$2,361	\$2,024	\$1,048	\$1,768	\$1,186	\$0	\$0	\$0	\$0
Superannuation Deduction	\$230	\$374	\$197	\$205	\$176	\$91	\$153	\$103	\$0	\$0	\$0	\$0
Commission Payable	\$2,418	\$3,933	\$2,075	\$2,156	\$1,848	\$957	\$1,615	\$1,083	\$0	\$0	\$0	\$0

Director of Operations Approval

[Signature]

Group Service Manager Approval

[Signature]

CHAS VONSON
06.03.19.

Australian Automotive Group Pty Limited
Commission Calculation for

Ali Alqouie

Trading as Warranty Hub
Month February 2019

	July	August	September	October	November	December	January	February	March	April	May	June
Warranty Commission												
Warranty Gross							\$216,264	\$237,223	\$0	\$0	\$0	\$0
Warranty Gross %							71.0%	72.0%	0.0%	0.0%	0.0%	0.0%
No. Of Staff							4	4	0	0	0	0
Percentage Achieved							2.0%	2.0%	0.0%	0.0%	0.0%	0.0%
Amount Payable	\$0	\$0	\$0	\$0	\$0		\$1,081	\$1,186	\$0	\$0	\$0	\$0
Other/Adjustments												
							-\$551					
Total STIP Earnt	\$0	\$0	\$0	\$0	\$0		\$530	\$1,186	\$0	\$0	\$0	\$0
Superannuation Deduction	\$0	\$0	\$0	\$0	\$0		\$46	\$103	\$0	\$0	\$0	\$0
Commission Payable	\$0	\$0	\$0	\$0	\$0		\$484	\$1,083	\$0	\$0	\$0	\$0

Dealer Principal Approval

[Signature]

Financial Controller Approval

[Signature]

Chris Williams
06.03.19.



Warranty Clerk Commission Structure

AAG – Stuart Cunneen

Effective Date 19th November, 2018

Warranty Gross Commission

Warranty Gross Dollars & Percentage are as per Monthly Management reports

Based on the Total Dollar Gross and Percentage achieved the applicable percentage as per the table will be applied to Actual Gross

Gross	70-74%	75%	76%	77%	78%	79%+
360,000	3.5	3.6	3.7	3.8	3.9	4.0
340,000	3.4	3.5	3.6	3.7	3.8	3.9
320,000	3.3	3.4	3.5	3.6	3.7	3.8
300,000	3.2	3.3	3.4	3.5	3.6	3.7
280,000	3.1	3.2	3.3	3.4	3.5	3.6
260,000	3.0	3.1	3.2	3.3	3.4	3.5
200,000	2.0	2.1	2.2	2.3	2.4	2.5

The total commission pool may be reduced in increments of 1% if part of the required criteria has not been met.

Criteria

- Each Site is to be visited by the nominated Warranty Clerk on a weekly basis.
- Warranty stores are maintained in a neat & tidy manner with all parts correctly tagged.
- Technician stories are documented effectively, issues relating to Technician clocking's & training are recorded and discussed with the Service Manager.
- Assist in mitigating the dealerships audit risk.

Whilst each of these measures is largely subjective, the Australian Automotive Group reserve the right to reduce the said commission by 1% for any of the criteria deemed to be inadequately met.

Notes

Superannuation as per current legislation will be deducted from gross commission payments prior to payment (Company Policy).

If a part period is worked commission may be paid on a pro-rata basis.

Negative commission will not be deducted from base salary. If commission calculation is negative then \$zero commission will be processed.

The above is subject to change with 14 days notice.

Commissions for the month will be paid by 21st of the following month where practical.

This commission structure forms part of the AAG Offer of Employment letter.

Manager Signature

Employee Signature

.....
Group Service Manager

Christopher Williams

.....
Stuart Cunneen



Warranty Clerk Commission Structure

AAG – Michaela Bell

Effective Date 1st June, 2018

Warranty Gross Commission

Warranty Gross Dollars & Percentage are as per Monthly Management reports

Based on the Total Dollar Gross and Percentage achieved the applicable percentage as per the table will be applied to Actual Gross

Gross	70-74%	75%	76%	77%	78%	79%+
360,000	3.5	3.6	3.7	3.8	3.9	4.0
340,000	3.4	3.5	3.6	3.7	3.8	3.9
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Employee Signature

Group Service Manager
Christopher Williams

Michaela Bell



Warranty Clerk Commission Structure

AAG – Michaela Bell

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