Log No.:	103-03	Dat		11-Apr-18	Acceptance 8 Amendment						Trucks
Payment :			ment Terms	FIN		rest Free Pe			2		Buses
Dealership:	MAN	BLOEMFO			Represe		eriod 1	5 Floorp	AND REAL PROPERTY AND ADDRESS OF THE PARTY AND		-
Strategic Accour				Jales	Represei	ntative:			JURIE MEYER		
Expected Month	of Invoice	1	Mar-18	Area	VI	LIOENSK	ROON- BFN		-134 MA 1 NOORSH- 12000 1270 1470 AUG	1	A AND SHOULD BE
Customer / Co	ompany Name :				-				Existing Customer		NEW
		Offer to Pu	urahana				THTRA	descent.			
Deal Info	ormation:		der from Deale	r .	BFN	24J01U3		r from Custor	ner:		
		Financial I				•	Costing She				YES
		Trade Bac	400,000,000,000	VEC			31413		N'S CAPITAL		
		Extended \		YES		RAND	R 637 31	8 Period	4 YR	Km	600 00
Support f	rom MTB	50000 SAMOON SAM	5.7	EV	Period		1 YRS	Km	UNLIMI	TED M	IILEAGE
Сарроні	TOTAL MILES	Extended \	17) 18 18 18 18 18 18 18 18 18 18 18 18 18	DL	Period		3 YRS	Km	45	0 000 1	KM
		Extended Warranty: Maintenance Contract		-	Period		-	Km		-	Marie T
Trade	In's:	- waintenand		YES					4 YR/576 000KN	1)	
,,,,,,	0.		Quantity of T			-	Approved by	TopUsed:			•
Model :	TGS-27-4806X	ARRS.I Y	Number of U		-	ticulars					
Changes to Stand		+DDO-LX	Number of U	nits	2	Tyres	GOOD	YEAR	Diesel Rqrd		150 L
							-				
Chassis Number Estimated Off			ed Offline /	Comments	1	Chassis N	Number	E	stimated Offlin	e / Co	mments
76W-E		CBU-MOVE UNIT				31DM01	0562				
76W-E	3136	CBU- MOVE UNIT			31DM010563						
											-)
								4			
CHASSIS CI	IANCED/AT C			C	ommer	nts:					
. CHASSIS CH		HANGED	TO 15%								
	IAITOL										
\cap				∩ ,AP	PROVA	VI C.					
H	TW			14	KOVA	ALS.		_			
gnature	1 1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1	Mehoral Date 11/4/18									
gnature	5.0	S.SITHOLE DA					,,	i i			
mature							4	11/04/2	018		
			Name					Date			
Denosite: MAN 4					sclaim						
		ques from cus	tomers in respec	of deposits Cus	tomer to a	ay deposit dir	ectly to Bank. B	ank to pay MAN	N in full. On any cash d	leals MAI	will only accep
Payout to customers		e customer ha	s accepted the co	nditions from the I	Pank	0					
40 invoicing without	sommitted that the										

MAN Automotive (South Africa) Proprietary Limited Vehicle Sales Order Acceptance - Costing Page



DEALER	MAN BLOEMF	ONTEIN				Buse
CUSTOMER	SOUTHTRANS				MODEL	TGS-27-4806X4BBS-LX
CHASSIS NUMBER/S	76W-B136/76V	V-B137			QTY	2
Customer					LOG Nr	103-03
Costing Detail	Dog Hait		Order Manageme	nt / Sales		Natas
RETAIL PRICE PER PRICE LIST	Per Unit	%	Costing Detail	Per Unit	%	Notes
CUSTOMER DISCOUNT	1 820 000		STANDARD COSTS SALES EXECUTIVE COMMISION -	1 098 831.03	60.38	
CUSTOMER PRICE AFTER DISCOUNT	291 200.00	16.00	PROVISION	15 000		
VATABLE EXTRA'S TO BE INVOICED	1 528 800.00		DISTRIBUTION COST	6 600.00		
TO CUSTOMER	3 500		PRE - DELIVERY SERVICE	3 319.25		
PRICE TO CUSTOMER EXCL. VAT	1 532 300.00		EXT WARRANTY: EV: 1 YRS -UNLIMTD / 3 YRS - 450 000 KM	21 280.00		
NON VATABLE EXTRA'S TO BE	229 845.00	15.00	EXT WARRANTY - ADDITIONAL	0.00		
INVOICED TO CUSTOMER	0		WARRANTY	5 052.03		
TOTAL PRICE TO CUSTOMER	1 762 145.00		PROFIDRIVE	3 500.00		
			DEMO DEPRECIATION	0.00		
BUY BACK PROVISION			SERVICE CARE PROVISION	351.00		
MAINTENANCE CONTRACT PROVISION	0		SALES COMMISSION	0		
EXTENDED WARRANTY SUPPLIED FOC			SERVICE COMMISSION	0		
VOLUME REBATE			IMPERIAL / UNITRANS COMMISSION	0		2
OVER ALLOWANCE	0.000		OPEN BUY BACK PROVISION			1) () -
PROFIT / (LOSS) ON EXTRAS	-175 910	-9.67	OTHER:	0		HILL
OTHER:			TOTAL COST	1 153 933		W
TOTAL ORDER BURDEN RATE UTILISED	467 110	25.67	VEHICLE MARGIN	198 956.69	12.98	
DETAILS OF EXTRAS	CURRUSE			100 300.00	12.30	
	SUPPLIER		Sale of Extras	Cost of Ext	ras	ORDER MANAGEMENT
SERVICE & DELIVERY	MAN BFN		3 500.00	3 5	00.00	
DECALS	SIGNRITE			19	10.00	
DEPOSIT ASSISTANCE	ОМ		-	174 0	00.00	
				1740	00.00	
					_	
		\rightarrow				
		-				
		-+				
↑ TOTAL		-				
TOTAL			3 500.00	179 4	10.00	
10						
Ma/						
1						
Head of Order Management Head of Sales - Retail			Head of Truck Sales		ctor	Managing Director / Chairman

1/8/18/

21 280

STANDARD COSTING PER CHASSIS

CHASSIS ACTUAL COST NETT MARGIN SOURCE

76W-B136 1 098 831.033 198 956.69 CBU Jun ds.

76W-B137 1 098 831.033 198 956.69 CBU

TOTAL 2 197 662.066 397 913.374

AVERAGE 1 098 831.033 198 956.69

APPROVED DATE

MAN Residual Quotation



Trade Back

Date of Quote : 22-Feb-2018

MAN Representative

JURIE MEYER

Customer

SOUTHTRANS

Venicle Range

TGS

Model

TGS 27-480 BBS

Perod

48 Months

Km/pa

144 000

Total Km over 48 Months months

576 000

Base Value

R 3952 - 196

LX CAB

R 20 000

PTO

Steel Rims

Freight Carner

Efficient Line Package Hydraulics

R 5 000

Trains 1

R 30 000

Total Residual Value

R -- 12 +:

2004 0 2000 0 0 0

Quotation valid with Comfort Super Maintenance contract This quote is valid for 14 Days

	New	Vehic	le Sale	es	Order	Acc	eptan	Ce					GVA	
Log No.:	103-03	Dat			09-Apr-18			ment No.		1			Trucks	
Payment :		Payment Terms		FIN	_	erest Free Pe		15 Floorplan				Buses		
Dealership:	elership: MAN BLOEMFONTEIN				Sales F	_	entative:		10	_	JURIE MEYER		-	
Strategic Accou	unt Deals - Deliveri	ng Dealer							-		JORIE WETER			
Expected Monti	h of Invoice		Mar-18		Area	V	ILJOENSK	ROON-		New / Ex	isting Customer		NEW	
Customer / C	company Name :						SOUT				isting Customer		NEW	
		Offer to Pr	urchase:			BEI	N24J01U3	_						
Deal Int	formation:		der from Dea	aler:		DFI				om Custome	r:	-		
			nstitution:					Costin	g Sheet:		75.0		YES	
		Trade Bac	101		YES		Barrie	200	CONTRACTOR OF THE PERSON OF TH		I'S CAPITAL			
		Extended			EV		RAND		37 318	Period	4 YR	Km	600 000	
Support	from MTB	Extended				Period			YRS	Km	UNLIMI	TED M	ILEAGE	
REAL					DL -	Period		3 \	YRS	Km	60	00 000 KM		
			Extended Warranty: Maintenance Contract			Period			-	Km		TA VELL ON		
Trad	e In's:	·	Quantity of	Tena	YES						YR/600 000KM	1)		
			quantity of	irac	Water Co.		-		ed by To	pUsed:			15	
Model :	TGS-27-4806X4	BBS-I Y	Number of	l la ita		1000	rticulars							
Changes to Stan		DDO-EX	Number of	Units	5	2	Tyres	GOOD YEAR Dies			Diesel Rqrd		150 L	
	Number	Fatimat	1000					-						
			ed Offline				Chassis N	lumbe	r	Est	timated Offline	e / Cor	mments	
	-B142	76W-B137 CBU-MOVE UNIT					31DM01	0562						
76W-	·B136	CBU- MOVE UNIT				31DM010563								
CHASSIS C	HANCERIATO				Co	mme	nts:							
. OTIA3313 C	HANGE/VAT C	HANGED	TO 15%											
1	1				1 oADE	PROV	AI C.							
4	()ax			_	19	1	Solid Indiana Company							
gnature	Year		Nar	me	1/1/1	llenery				Date	alulis			
gnature		Name								Date	V 10	=		
gnature		Name					1		_	Ļ				
L			Nar	me						Date				
Deposits: MAN do-	es not accent court				Dis	claim	ner:							
nk Guaranteed Che	es not accept any chec ques.	ues from cus	tomers in respe	ect of	deposits Custo	omer to	pay deposit dire	ectly to Ba	ink. Bank I	to pay MAN in	full. On any cash de	als MAN	will only accept	
	s are not permitted. t confirmation that the	customer ha	s accepted the	condi	tions from the B	ank	0							
						-			- Company					
Magic	List	***************************************	OTPList				Order Bo	ok .			Pulse Repo		***************************************	
									- 1		, uise Repo	***		

MAN Automotive (South Africa) Proprietary Limited Vehicle Sales Order Acceptance - Costing Page



DEALER	MAN BLOEMF	ONTEIN			MODEL	TGS-27-4806X4BBS-LX
CUSTOMER	SOUTHTRANS	;				
CHASSIS NUMBER/S	76W-B136/76V	V-B137		· ·	QTY LOG Nr	103-03
Customer					200 111	103-03
Costing Detail	Per Unit	%	Order Managemer	nt / Sales		Notes
RETAIL PRICE PER PRICE LIST	1 820 000	76	Costing Detail	Per Unit	%	Motos
CUSTOMER DISCOUNT		- 1000	STANDARD COSTS SALES EXECUTIVE COMMISION -	1 098 831.03	60.38	
CUSTOMER PRICE AFTER DISCOUNT	291 200.00	16.00	PROVISION	15 000		
VATABLE EXTRA'S TO BE INVOICED	1 528 800.00		DISTRIBUTION COST	6 600.00		
TO CUSTOMER	3 500		PRE - DELIVERY SERVICE	3 319.25		
PRICE TO CUSTOMER EXCL. VAT	1 532 300.00		EXT WARRANTY: EV: 1 YRS -UNLIMTD / 3 YRS - 600 000 KM	21 280.00	12.7	
VAT NON VATABLE EXTRA'S TO BE	229 845.00	15.00	EXT WARRANTY - ADDITIONAL	0.00		
INVOICED TO CUSTOMER	0		WARRANTY	5 052.03		
TOTAL PRICE TO CUSTOMER	1 762 145.00		PROFIDRIVE	3 500.00		
			DEMO DEPRECIATION	0.00		
BUY BACK PROVISION			SERVICE CARE PROVISION	351.00		
MAINTENANCE CONTRACT PROVISION	0		SALES COMMISSION			
EXTENDED WARRANTY SUPPLIED FOC			SERVICE COMMISSION	0		
VOLUME REBATE			IMPERIAL / UNITRANS	0		
OVER ALLOWANCE	0.000		COMMISSION	0		A 11
PROFIT / (LOSS) ON EXTRAS	-165 000	9.07	OPEN BUY BACK PROVISION			1 15.
OTHER:	-103 000	-9.07	OTHER:	0		1011
TOTAL ORDER BURDEN RATE	450.000		TOTAL COST	1 153 933		YM
UTILISED	456 200	25.07	VEHICLE MARGIN	209 866.69	13.70	
DETAILS OF EXTRAS	SUPPLIER	SUPPLIER Sale of Extras Cost of		Cost of Ext	200	ODDED MANAGEMENT
SERVICE & DELIVERY	MAN BFN	IREN				ORDER MANAGEMENT
DEPOSIT ASSISTANCE	ОМ		3 500.00		00.00	
				165 0	00.00	
TOTAL			3 500.00	168 5	00.00	
^			2 200,00	.000	3.50	
Ven		- 1				
Hoad of Order						
Head of Order Management Head of Sales - Reta		Retail	Head of Truck Sales	Finance Dire	ctor	Managing Director / Chairman

21 280

STANDARD COSTING PER CHASSIS

<u>CHASSIS</u>	ACTUAL COST	NETT MARGIN	SOURCE
		IAT I INVIVOIM	SOURCE

76W-B136

1 098 831.033

209 866.69 CBU

76W-B137

1 098 831.033 209 866.69 CBU

TOTAL

2 197 662.066

419 733.374

AVERAGE

1 098 831.033

209 866.69

APPROVED

DATE

New Vehicle Sales Order Confirmation Date Received: Time Received: 1:30 PM Pending Order Chassis Changes: X Type of Confirmation: Confirmed Unit Costing Changes Cancellation **Demonstration Units** Payment Terms: DEPOSITS - MAN do not accept any cheques from Interest Free Period (in calender Payment Terms: customers. Customer to pay deposit directly to Bank. 15 Bank to pay MAN in full. Floorplan: Dealership: MAN BLOEMFONTEIN Month of Invoice Apr-18 Sales Executive JURIE MEYER Customer Category NEW Centurion Invoicing: Diesel Quantities Required 150 L Area VILJOENSKROON-BFN National Fleet - Delivering Dealer Customer / Company Name : SOUTHTRANS Offer to Purchase: BFN24J01U3 Official Order from Customer Financial Information: Official Order from Dealer Costing Sheet: YES Financial Institution: **REICHMANS CAPITAL HYDRAULICS** Extras: **Body Building Process** Name of Body Builder **TRANSERVE** Trade Back RAND YES R 637 318 Period Km 600 000 VALUE Extended Warranty: EV Period 1 YR Km UNLIMITED MILEAGE Support from MAN Extended Warranty: Period DL 3 YRS Km 600 000KM Extended Warranty: Period Km Maintenance Contract CONFORT SUPER (4 YR/600 000KM) Trade In's: Approved by TopUsed: Number of Trade-ins: Vehicle Particulars Model TGS-27-4806X4BBS-LX No. of Units Tyres GY Changes to Standard Units: Chassis Numbers Allocated Chassis Number Last Park Off Expected Off Line Date Move to When Days in Stock Done 76W-B142 END-APR'18 76W-B137 - CBU 76W-B136 ENDMAY'18 CBU. PARK OFF REQUIRED TO BE DONE: Comments: CHASSIS CHANGE

Order B

Pulse Report

Magic System (PTN)

	New	Vehic	le Sales	Order	Acce	eptano	e						
Log No.:	103-03	Date		16-Mar-18		Amendme						Trucks Buses	
Payment :		Paym	nent Terms	FIN	Inter	rest Free Pe	riod	15	Floorplan	1			
Dealership:	MAN E	BLOEMFON	ITEIN	Sales F	Represen	ntative:				URIE MEYER			
Strategic Accou	unt Deals - Deliveri	ing Dealer						•					
Expected Monti	h of Invoice	IV	/lar-18	Area	VII	LJOENSKE	ROON-	BEN	New / Exi	sting Customer	T	NEW	
Customer / C	Company Name :										b =		
	Olipany Hame (Military Scientification		1	SOUT	_			31001		50	
Death-		Offer to Pu			BFN	24J01U3	100000000000000000000000000000000000000		m Customer	r:			
Dear in	formation:		der from Dealer:					g Sheet:				YES	
	=======================================	Financial Ir				3100	_			'S CAPITAL			
		Trade Back	t:	YES	\$	RAND	R 6	37 318	Period	4 YR	Km	600 000	
_		Extended V	Varranty:	EV	Period		1	YRS	Km	UNLIMI	TED M	MILEAGE	
Support	t from MTB	Extended V	Varranty:	DL	Period		3	YRS	Km	60	600 000 KM		
		Extended V	Varranty:	-	Period			-	Km		-		
		Maintenanc	ce Contract	YES			COI	MFORT	SUPER (4	YR/600 000KN	/I)	TITLE BY	
Trac	de In's:	((=)	Quantity of Tra	ide-Ins:		-	Appro	ved by To	pUsed:				
				Vehic	le Par	ticulars	:						
Model :	TGS-27-4806X	4BBS-LX	Number of Uni	ts	2	Tyres	(GOOD Y	EAR	Diesel Rqrd		150 L	
Changes to Star	ndard Units:	-				Service Control of the Control of th	-			Total Total Control of the			
Chassis	s Number	Estimat	ed Offline / C	omments		Chassis N	Numbe	or	Fe	timated Offlin	- 100		
76W	/-B142		END- APRIL'1		CHARLES CONTRACTOR		1,000	Lo	umateu Omm	le / Cu	mments		
V. C. W. L. S.	/-B136				MOID								
	-6100	END- MAY'18			31DM010563								
				C	comme	nts:		1					
	Λ			ΔF	PRQV	AL S.							
-	1111		1	1	1	ALS.			. ,	- 11			
Signature	um	2	Name	Ninw	Thinus Tienlary Date 19/3/60								
Signature	Signature									.0	İ		
					S.SITHOLE Date 2					م إد الم	18	j 1	
Signature Name Date													
				D	Disclaim	ner:			TETT				
 Deposits: MAN d Bank Guaranteed C 	loes not accept any ch heques.	eques from cus	stomers in respect	of deposits Cu	stomer to	pay deposit di	irectly to	Bank. Banl	k to pay MAN	in full. On any cash	deals MA	AN will only accept	
	ners are not permitted.				100								
3. No invoicing with	out confirmation that t	the customer na	as accepted the co	nditions from the	Bank.								
											978887988888888		
Magi	ic List		O T P List			Order B	ook			Pulse Re	port		

MAN Automotive (South Africa) Proprietary Limited Vehicle Sales Order Acceptance - Costing Page



28 440

DEALER	MAN BLOEMF				MODEL	TGS-27-4806X4BBS-LX
CUSTOMER	SOUTHTRANS				QTY	2
CHASSIS NUMBER/S	76W-B14276W-	-B136		LOG Nr	103-03	
Customer			Order Managemen			
Costing Detail	Per Unit	%	Costing Detail	Per Unit	%	Notes
RETAIL PRICE PER PRICE LIST	1 820 000		STANDARD COSTS	1 100 297.83	60.46	
CUSTOMER DISCOUNT	291 200.00	16.00	SALES EXECUTIVE COMMISION -	15 000	55.45	
CUSTOMER PRICE AFTER DISCOUNT	1 528 800.00	7 11/2/22/20	PROVISION DISTRIBUTION COST	6 600.00		
VATABLE EXTRA'S TO BE INVOICED TO CUSTOMER	3 500		PRE - DELIVERY SERVICE	3 319.25		
PRICE TO CUSTOMER EXCL. VAT	1 532 300.00		EXT WARRANTY : EV: 1 YRS -UNLIMID /	28 440.00		
VAT	214 522.00	14.00	3 YRS - 600 000 KM EXT WARRANTY - ADDITIONAL			
NON VATABLE EXTRA'S TO BE	0	14.00	WARRANTY	0.00		
INVOICED TO CUSTOMER TOTAL PRICE TO CUSTOMER	1 746 822.00		PROFIDRIVE	5 052.03		
and the state of t				3 500.00		
BUY BACK PROVISION			DEMO DEPRECIATION	0.00		
MAINTENANCE CONTRACT PROVISION	0		SERVICE CARE PROVISION	351.00		
EXTENDED WARRANTY SUPPLIED FOC	0		SALES COMMISSION	0		
VOLUME REBATE	-		SERVICE COMMISSION IMPERIAL / UNITRANS	0		
OVER ALLOWANCE			COMMISSION	0		
	0.000		OPEN BUY BACK PROVISION			
PROFIT / (LOSS) ON EXTRAS	-165 000	-9.07	OTHER:	0		
OTHER: TOTAL ORDER BURDEN RATE			TOTAL COST	1 162 560		
UTILISED	456 200	25.07	VEHICLE MARGIN	201 239.89	13.13	
DETAILS OF EXTRAS	SUPPLIER	2	Sale of Extras Cost of		ras	ORDER MANAGEMENT
SERVICE & DELIVERY	MAN BFN		3 500.00	3 500.00		No the Control of the
DEPOSIT ASSISTANCE	ОМ			165 000.00		
		-				
		-				
TOTAL						
TOTAL			3 500.00	168 8	500.00	
Head of Order Management	Head of Sales -	Potail	Head of Truck Sales	Finance Dir		Managing Director / Chairman

72/3/18

STANDARD COSTING PER CHASSIS

<u>CHASSIS</u>	ACTUAL COST NI	ETT MARGIN SOURCE
76W-B142	1 100 297.830	201 239.89 COSTING MODEL 3 15 M 010562
76W-B136	1 100 297.830	201 239 89 COSTING MODEL SIDMAND \$63

201 239.89 COSTING MODEL 3/DMO10 563

TOTAL 2 200 595.660 402 479.780 **AVERAGE** 1 100 297.830 201 239.89 **APPROVED DATE** Siphamandla Sithole

2013-2018

Order Management