

New Vehicle Sales Order Acceptance



Log No.:	103-03	Date:	11-Apr-18	Amendment No.	2
Payment :	Payment Terms	FIN	Interest Free Period	15	Floorplan

Dealership:	MAN BLOEMFONTEIN	Sales Representative:	JURIE MEYER
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Strategic Account Deals - Delivering Dealer	-
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Expected Month of Invoice	Mar-18	Area	VILJOENSKROON- BFN	New / Existing Customer	NEW
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Customer / Company Name :	SOUTHTRANS
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Deal Information:	Offer to Purchase:	BFN24J01U3	Official Order from Customer:	-
	Official Order from Dealer:	-	Costing Sheet:	YES
	Financial Institution:	31001413 RICHMAN'S CAPITAL		

Support from MTB	Trade Back:	YES	RAND	R 637 318	Period	4 YR	Km	600 000
	Extended Warranty:	EV	Period	1 YRS	Km	UNLIMITED MILEAGE		
	Extended Warranty:	DL	Period	3 YRS	Km	450 000 KM		
	Extended Warranty:	-	Period	-	Km	-		
	Maintenance Contract	YES	COMFORT SUPER (4 YR/576 000KM)					

Trade In's:	-	Quantity of Trade-Ins:	-	Approved by TopUsed:	-
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Vehicle Particulars:

Model :	TGS-27-4806X4BBS-LX	Number of Units	2	Tyres	GOOD YEAR	Diesel Rqrd	150 L
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Changes to Standard Units:	-
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Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments
76W-B137	CBU-MOVE UNIT	31DM010562	
76W-B136	CBU- MOVE UNIT	31DM010563	

Comments:

1. CHASSIS CHANGE/VAT CHANGED TO 15%
2. COSTING CHANGE

APPROVALS:

Signature		Name		Date	11/4/18
Signature		Name	S. SITHOLE	Date	11/04/2018
Signature		Name		Date	

Disclaimer:

- . Deposits: MAN does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MAN in full. On any cash deals MAN will only accept Bank Guaranteed Cheques.
- . Payout to customers are not permitted.
- . No invoicing without confirmation that the customer has accepted the conditions from the Bank.

Magic List	OTP List	Order Book	Pulse Report
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MAN Automotive (South Africa) Proprietary Limited
Vehicle Sales Order Acceptance - Costing Page



DEALER	MAN BLOEMFONTEIN	MODEL	TGS-27-4806X4BBS-LX
CUSTOMER	SOUTHTRANS	QTY	2
CHASSIS NUMBER/S	76W-B136/76W-B137	LOG Nr	103-03

Customer			Order Management / Sales			Notes
Costing Detail	Per Unit	%	Costing Detail	Per Unit	%	
RETAIL PRICE PER PRICE LIST	1 820 000		STANDARD COSTS	1 098 831.03	60.38	
CUSTOMER DISCOUNT	291 200.00	16.00	SALES EXECUTIVE COMMISSION - PROVISION	15 000		
CUSTOMER PRICE AFTER DISCOUNT	1 528 800.00		DISTRIBUTION COST	6 600.00		
VARIABLE 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 -UNLIMITD / 3 YRS - 450 000 KM	21 280.00		
VAT	229 845.00	15.00	EXT WARRANTY - ADDITIONAL	0.00		
NON VARIABLE EXTRA'S TO BE INVOICED TO CUSTOMER	0		WARRANTY	5 052.03		
TOTAL PRICE TO CUSTOMER	1 762 145.00		PROFIDRIVE	3 500.00		
BUY BACK PROVISION			DEMO DEPRECIATION	0.00		
MAINTENANCE CONTRACT PROVISION	0		SERVICE CARE PROVISION	351.00		
EXTENDED WARRANTY SUPPLIED FOC			SALES COMMISSION	0		
VOLUME REBATE			SERVICE COMMISSION	0		
OVER ALLOWANCE	0.000		IMPERIAL / UNITRANS COMMISSION	0		
PROFIT / (LOSS) ON EXTRAS	-175 910	-9.67	OPEN BUY BACK PROVISION			
OTHER:			OTHER:	0		
TOTAL ORDER BURDEN RATE UTILISED	467 110	25.67	TOTAL COST	1 153 933		
			VEHICLE MARGIN	198 956.69	12.98	

21 280

VAT	DETAILS OF EXTRAS	SUPPLIER	Sale of Extras	Cost of Extras	ORDER MANAGEMENT
Y	SERVICE & DELIVERY	MAN BFN	3 500.00	3 500.00	
Y	DECALS	SIGNRITE	-	1 910.00	
Y	DEPOSIT ASSISTANCE	OM	-	174 000.00	
Y					
Y					
Y					
Y					
Y					
Y					
	TOTAL		3 500.00	179 410.00	

Head of Order Management	Head of Sales - Retail	Head of Truck Sales	Finance Director	Managing Director / Chairman

11/4/18

STANDARD COSTING PER CHASSIS

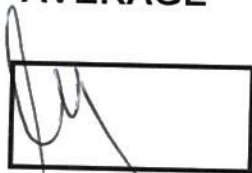
<u>CHASSIS</u>	<u>ACTUAL COST</u>	<u>NETT MARGIN</u>	SOURCE
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76W-B136	1 098 831.033	198 956.69	CBU
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76W-B137	1 098 831.033	198 956.69	CBU
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TOTAL	2 197 662.066	397 913.374
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AVERAGE	1 098 831.033	198 956.69
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APPROVED



DATE

MAN Residual Quotation



Trade Back

Date of Quote: 22-Feb-2018

MAN Representative **JURIE MEYER**
Customer **SOUTHTRANS**
Vehicle Range **TGS**
Model **TGS 27-480 BBS**
Period **48 Months**
Km/ya **144 000**
Total Km over 48 Months months **576 000**
Base Value **R 382 146**
LX CAB **R 20 000**
PTO
Steel Rims
Freight Carrier
Efficient Line Package
Hydraulics **R 5 000**
HP **R 30 000**
Total Residual Value **R 23 126**

J Eren Gundas
Head of Truck
Sales Division

22/FEB 2018

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

New Vehicle Sales Order Acceptance



Log No.: **103-03** Date: **09-Apr-18** Amendment No. **1**

Payment : Payment Terms **FIN** Interest Free Period **15** Floorplan **-**

Dealership: **MAN BLOEMFONTEIN** Sales Representative: **JURIE MEYER**

Strategic Account Deals - Delivering Dealer **-**

Expected Month of Invoice **Mar-18** Area **VILJOENSKROON- BFN** New / Existing Customer **NEW**

Customer / Company Name : **SOUTHTRANS**

Deal Information: Offer to Purchase: **BFN24J01U3** Official Order from Customer: **-**
 Official Order from Dealer: **-** Costing Sheet: **YES**
 Financial Institution: **RICHMAN'S CAPITAL**

Support from MTB Trade Back: **YES** RAND **R 637 318** Period **4 YR** Km **600 000**
 Extended Warranty: **EV** Period **1 YRS** Km **UNLIMITED MILEAGE**
 Extended Warranty: **DL** Period **3 YRS** Km **600 000 KM**
 Extended Warranty: **-** Period **-** Km **-**
 Maintenance Contract **YES** **COMFORT SUPER (4 YR/600 000KM)**

Trade In's: **-** Quantity of Trade-Ins: **-** Approved by TopUsed: **-**

Vehicle Particulars:

Model : **TGS-27-4806X4BBS-LX** Number of Units **2** Tyres **GOOD YEAR** Diesel Rqrd **150 L**

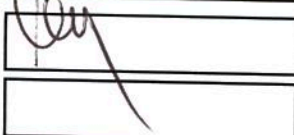
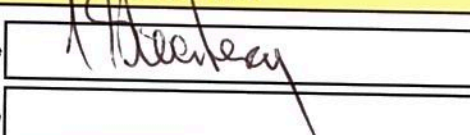
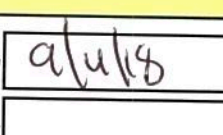



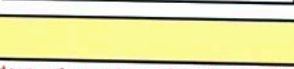
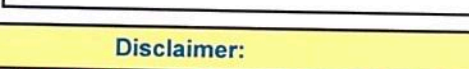

Changes to Standard Units: **-**

Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments
76W-B142	76W-B137 CBU-MOVE UNIT	31DM010562	
76W-B136	CBU- MOVE UNIT	31DM010563	

Comments:

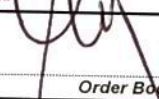
1. CHASSIS CHANGE/VAT CHANGED TO 15%

APPROVALS:

Signature  Name  Date 
 Signature  Name  Date 
 Signature  Name  Date 

Disclaimer:

. Deposits: MAN does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MAN in full. On any cash deals MAN will only accept Bank Guaranteed Cheques.
 . Payout to customers are not permitted.
 . No invoicing without confirmation that the customer has accepted the conditions from the Bank.

Magic List  O T P List Order Book Pulse Report

Vehicle Sales Order Acceptance - Costing Page



DEALER	MAN BLOEMFONTEIN	MODEL	TGS-27-4806X4BBS-LX
CUSTOMER	SOUTHTRANS	QTY	2
CHASSIS NUMBER/S	76W-B136/76W-B137	LOG Nr	103-03


Customer		
Costing Detail	Per Unit	%
RETAIL PRICE PER PRICE LIST	1 820 000	
CUSTOMER DISCOUNT	291 200.00	16.00
CUSTOMER PRICE AFTER DISCOUNT	1 528 800.00	
VARIABLE EXTRA'S TO BE INVOICED TO CUSTOMER	3 500	
PRICE TO CUSTOMER EXCL. VAT	1 532 300.00	
VAT	229 845.00	15.00
NON VARIABLE EXTRA'S TO BE INVOICED TO CUSTOMER	0	
TOTAL PRICE TO CUSTOMER	1 762 145.00	
BUY BACK PROVISION		
MAINTENANCE CONTRACT PROVISION	0	
EXTENDED WARRANTY SUPPLIED FOC		
VOLUME REBATE		
OVER ALLOWANCE	0.000	
PROFIT / (LOSS) ON EXTRAS	-165 000	-9.07
OTHER:		
TOTAL ORDER BURDEN RATE UTILISED	456 200	25.07

Order Management / Sales		
Costing Detail	Per Unit	%
STANDARD COSTS	1 098 831.03	60.31
SALES EXECUTIVE COMMISSION - PROVISION	15 000	
DISTRIBUTION COST	6 600.00	
PRE - DELIVERY SERVICE	3 319.25	
EXT WARRANTY : EV: 1 YRS -UNLIMITD / 3 YRS - 600 000 KM	21 280.00	
EXT WARRANTY - ADDITIONAL	0.00	
WARRANTY	5 052.03	
PROFIDRIVE	3 500.00	
DEMO DEPRECIATION	0.00	
SERVICE CARE PROVISION	361.00	
SALES COMMISSION	0	
SERVICE COMMISSION	0	
IMPERIAL / UNITRANS COMMISSION	0	
OPEN BUY BACK PROVISION		
OTHER:	0	
TOTAL COST	1 153 933	
VEHICLE MARGIN	209 866.69	13.79

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VAT	DETAILS OF EXTRAS	SUPPLIER	Sale of Extras	Cost of Extras
Y	SERVICE & DELIVERY	MAN BFN	3 500.00	3 500.00
Y	DEPOSIT ASSISTANCE	OM		165 000.00
Y				
Y				
Y				
Y				
Y				
Y				
	TOTAL		3 500.00	168 500.00

[illegible]

				
Head of Order Management	Head of Sales - Retail	Head of Truck Sales	Finance Director	Managing Director / Chairman

9/4/18

STANDARD COSTING PER CHASSIS

<u>CHASSIS</u>	<u>ACTUAL COST</u>	<u>NETT MARGIN</u>	<u>SOURCE</u>
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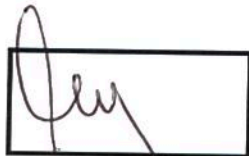
76W-B136	1 098 831.033	209 866.69	CBU
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76W-B137	1 098 831.033	209 866.69	CBU
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TOTAL	2 197 662.066	419 733.374
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AVERAGE	1 098 831.033	209 866.69
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APPROVED



DATE

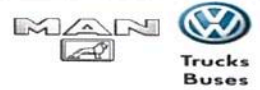
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a/4/18

New Vehicle Sales Order Confirmation



Date Received: 07-Apr-18		Time Received: 1:30 PM	
Type of Confirmation:	Pending Order:		Chassis Changes: X
	Confirmed Unit:		Costing Changes:
	Cancellation:		Demonstration Units:
Payment Terms:	Payment Terms:	FIN	DEPOSITS - MAN do not accept any cheques from customers. Customer to pay deposit directly to Bank. Bank to pay MAN in full.
	Interest Free Period (in calendar days)	15	
	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	
Financial Information:	Offer to Purchase:	BFN24J01U3	Official Order from Customer: -
	Official Order from Dealer:	-	Costing Sheet: YES
	Financial Institution:	REICHMANS CAPITAL	
Body Building Process	Extras:	HYDRAULICS	
	Name of Body Builder	TRANSERVE	
Support from MAN	Trade Back :	YES	RAND VALUE R 637 318 Period 4YRS Km 600 000
	Extended Warranty:	EV Period	1 YR Km UNLIMITED MILEAGE
	Extended Warranty:	DL Period	3 YRS Km 600 000KM
	Extended Warranty:	- Period	- Km -
	Maintenance Contract	YES	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: 2	Tyres: GY
Changes to Standard Units:			
Chassis Numbers Allocated			
Chassis Number	Expected Off Line Date	Move to:	Last Park Off Done When Days in Stock
76W-B142	END-APR'18	76W-B137 - CBU	
76W-B136	END MAY'18 CBU		
PARK OFF REQUIRED TO BE DONE :			
Comments:	CHASSIS CHANGE		
OTPLst	Magic System (PTN)	Magic List (H/O)	Order Book
			Pulse Report

New Vehicle Sales Order Acceptance



Log No.:	103-03	Date:	16-Mar-18	Amendment No.	
Payment :	Payment Terms	FIN	Interest Free Period	15	Floorplan
Dealership:	MAN BLOEMFONTEIN		Sales Representative:	JURIE MEYER	
Strategic Account Deals - Delivering Dealer					
Expected Month of Invoice	Mar-18	Area	VILJOENSKROON- BFN	New / Existing Customer	NEW
Customer / Company Name :	SOUTHTRANS 31001630				
Deal Information:	Offer to Purchase:	BFN24J01U3		Official Order from Customer:	-
	Official Order from Dealer:	-		Costing Sheet:	YES
	Financial Institution:	31000919 RICHMAN'S CAPITAL			
Support from MTB	Trade Back:	YES	RAND	R 637 318	Period 4 YR Km 600 000
	Extended Warranty:	EV	Period	1 YRS	Km UNLIMITED MILEAGE
	Extended Warranty:	DL	Period	3 YRS	Km 600 000 KM
	Extended Warranty:	-	Period	-	Km -
	Maintenance Contract	YES	COMFORT SUPER (4 YR/600 000KM)		
Trade In's:	-	Quantity of Trade-Ins:	-	Approved by TopUsed:	-
Vehicle Particulars:					
Model :	TGS-27-4806X4BBS-LX	Number of Units	2	Tyres	GOOD YEAR Diesel Rqrd 150 L
Changes to Standard Units:	-				
Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments		
76W-B142	END- APRIL'18	31DM010562			
76W-B136	END- MAY'18	31DM010563			
Comments:					
APPROVALS:					
Signature		Name	Thinus A. Hienberg	Date	19/3/18
Signature		Name	S. SITHOLE	Date	20/03/2018
Signature		Name		Date	
Disclaimer:					
1. Deposits: MAN does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MAN in full. On any cash deals MAN will only accept Bank Guaranteed Cheques.					
2. Payout to customers are not permitted.					
3. No invoicing without confirmation that the customer has accepted the conditions from the Bank.					
Magic List	OTP List	Order Book	Pulse Report		

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



DEALER	MAN BLOEMFONTEIN	MODEL	TGS-27-4806X4BBS-LX
CUSTOMER	SOUTHTRANS	QTY	2
CHASSIS NUMBER/S	76W-B14276W-B136	LOG Nr	103-03

Customer			Order Management / Sales			Notes
Costing Detail	Per Unit	%	Costing Detail	Per Unit	%	
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 COMMISSION - PROVISION	15 000		
CUSTOMER PRICE AFTER DISCOUNT	1 528 800.00		DISTRIBUTION COST	6 600.00		
VARIABLE 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 -UNLIMITD / 3 YRS - 600 000 KM	28 440.00		
VAT	214 522.00	14.00	EXT WARRANTY - ADDITIONAL	0.00		
NON VARIABLE EXTRA'S TO BE INVOICED TO CUSTOMER	0		WARRANTY	5 052.03		
TOTAL PRICE TO CUSTOMER	1 746 822.00		PROFIDRIVE	3 500.00		
BUY BACK PROVISION			DEMO DEPRECIATION	0.00		
MAINTENANCE CONTRACT PROVISION	0		SERVICE CARE PROVISION	351.00		
EXTENDED WARRANTY SUPPLIED FOC			SALES COMMISSION	0		
VOLUME REBATE			SERVICE COMMISSION	0		
OVER ALLOWANCE	0.000		IMPERIAL / UNITRANS COMMISSION	0		
PROFIT / (LOSS) ON EXTRAS	-165 000	-9.07	OPEN BUY BACK PROVISION			
OTHER:			OTHER:	0		
TOTAL ORDER BURDEN RATE UTILISED	456 200	25.07	TOTAL COST	1 182 560		
			VEHICLE MARGIN	201 239.89	13.13	

VAT	DETAILS OF EXTRAS	SUPPLIER	Sale of Extras	Cost of Extras	ORDER MANAGEMENT
Y	SERVICE & DELIVERY	MAN BFN	3 500.00	3 500.00	
Y	DEPOSIT ASSISTANCE	OM		165 000.00	
Y					
Y					
Y					
Y					
Y					
Y					
	TOTAL		3 500.00	168 500.00	

Head of Order Management	Head of Sales - Retail	Head of Truck Sales	Finance Director	Managing Director / Chairman

Handwritten signature and date: 20/3/18

STANDARD COSTING PER CHASSIS

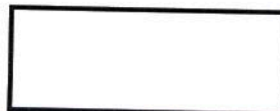
<u>CHASSIS</u>	<u>ACTUAL COST</u>	<u>NETT MARGIN</u>	SOURCE
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76W-B142	1 100 297.830	201 239.89	COSTING MODEL 31DM010562
76W-B136	1 100 297.830	201 239.89	COSTING MODEL 31DM010563

TOTAL	2 200 595.660	402 479.780
AVERAGE	1 100 297.830	201 239.89




APPROVED



DATE

Siphamandla Sithole
Order Management


20-03-2018