

New Vehicle Sales Order Acceptance



Log No.:	115-12	Date:	16-Mar-18	Amendment No.	3
Payment :	Payment Terms	COD	Interest Free Period	15	Floorplan
Dealership:	MAN CAPE TOWN		Sales Representative:	CJ SWANEPOEL	
Strategic Account Deals - Delivering Dealer					
Expected Month of Invoice	May-18	Area	CAPE TOWN	New / Existing Customer	NEW
Customer / Company Name :	ANDRAG AGRICO (PTY) LTD				
Deal Information:	Offer to Purchase:	CNO27F11A9	Official Order from Customer:	PO91-043826	
	Official Order from Dealer:	-	Costing Sheet:	YES	
	Financial Institution:	CUSTOMER			
Support from MTB	Buy Back:	-	RAND	-	Period
	Extended Warranty:	EV	Period	1 YR	Km
	Extended Warranty:	DL	Period	2 YRS	Km
	Extended Warranty:	-	Period	-	Km
	Maintenance Contract	NO	3 MONTHS SERVICE CARE		
Trade In's:	-	Quantity of Trade-Ins:	-	Approved by TopUsed:	-
Vehicle Particulars:					
Model :	TGM-18-2404X4BB-C-SWA-A/T CBU	Number of Units	4	Tyres	GOOD YEAR
				Diesel Rqrd	80 L
Changes to Standard Units:	-				
Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments		
N38-C574	CBU - MOVE UNIT	31DM010454			
N38-C979	CBU - MOVE UNIT	31DM010455			
N38-D388 ^	CBU - MOVE UNIT	31DM010494			
N38-C580 ^	CBU - MOVE UNIT	31DM010495			
Comments:					
1. CHASSIS CHANGE.					
2. 2 x ADDITIONAL UNITS, AND MODEL CHANGE.					
3. 15% VAT UPDATED					
APPROVALS:					
Signature		Name		Date	
Signature		Name	andy iordaan	Date	23-04-2018
Signature		Name	Nano Ndlovu	Date	23-04-2018
Disclaimer:					
1. Deposits: MTB does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MTB in full. On any cash deals MTB 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	O T P List	Order Book	Pulse Report		

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Sandy Jordaan
Order Management

N 23-04				
Head of Order Management	Head of Sales - Retail	Head of Truck Sales	Finance Director	Managing Director / Chairman

STANDARD COSTING PER CHASSIS

<u>CHASSIS</u>	<u>ACTUAL COST</u>	<u>NETT MARGIN</u>
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N38-C979	915 716.030	80 779.37
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N38-C574	912 635.770	83 859.63
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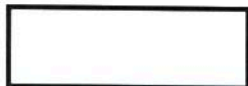
N38-D388	915 716.030	80 779.37
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N38-C580	912 635.770	83 859.63
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23-04-2018
Order Management

TOTAL	3 656 703.600	329 278.000
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AVERAGE	914 175.900	82 319.50
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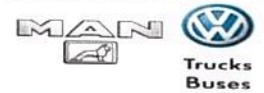


APPROVED




DATE

New Vehicle Sales Order Acceptance



Log No.:	115-12	Date:	16-Mar-18	Amendment No.	2
Payment :	Payment Terms		COD	Interest Free Period	15
Dealership:	MAN CAPE TOWN		Sales Representative:	CJ SWANEPOEL	
Strategic Account Deals - Delivering Dealer					
Expected Month of Invoice	May-18	Area	CAPE TOWN	New / Existing Customer	NEW
Customer / Company Name :	ANDRAG AGRICO (PTY) LTD				
Deal Information:	Offer to Purchase:	CNO27F11A9	Official Order from Customer:	PO91-043826	
	Official Order from Dealer:	-	Costing Sheet:	YES	
	Financial Institution:	CUSTOMER			
Support from MTB	Buy Back:	-	RAND	-	Period
	Extended Warranty:	EV	Period	1 YR	Km
	Extended Warranty:	DL	Period	2 YRS	Km
	Extended Warranty:	-	Period	-	Km
	Maintenance Contract	NO	3 MONTHS SERVICE CARE		
Trade In's:	-	Quantity of Trade-Ins:	-	Approved by TopUsed:	-
Vehicle Particulars:					
Model :	TGM-18-2404X4BB-C-SWA-A/T CBU	Number of Units	4	Tyres	GOOD YEAR
Changes to Standard Units:	-				
Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments		
N38-C574	CBU - MOVE UNIT				
N38-C979	CBU - MOVE UNIT				
N38-D388	CBU - MOVE UNIT	31DM010494			
N38-C580	CBU - MOVE UNIT	31DM010495			
Comments:					
1. CHASSIS CHANGE.					
2. 2 x ADDITIONAL UNITS, AND MODEL CHANGE.					
APPROVALS:					
Signature		Name	Thinus Steenberg	Date	19/3/18
Signature		Name	S. SITHOLE	Date	22/03/2018
Signature		Name		Date	
Disclaimer:					
1. Deposits: MTB does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MTB in full. On any cash deals MTB will only accept Bank Guaranteed Cheques.					
2. Payout to customers are not permitted.					
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Magic List	OTP List	Order Book	Pulse Report		

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 22/03/18				
Head of Order Management	Head of Sales - Retail	Head of Truck Sales	Finance Director	Managing Director / Chairman

STANDARD COSTING PER CHASSIS


<u>CHASSIS</u>	<u>ACTUAL COST</u>	<u>NETT MARGIN</u>
N38-C979	915 716.030	80 779.37
N38-C574	912 635.770	83 859.63
N38-D388	915 716.030	80 779.37
N38-C580	912 635.770	83 859.63

TOTAL **3 656 703.600** **329 278.000**

AVERAGE **914 175.900** **82 319.50**

APPROVED



DATE


22/3/18

New Vehicle Sales Order Acceptance



Log No.:	115-12	Date:	08-Mar-18	Amendment No.	1
Payment :	Payment Terms	COD	Interest Free Period	15	Floorplan
Dealership:	MAN CAPE TOWN		Sales Representative:	CJ SWANEPOEL	
Strategic Account Deals - Delivering Dealer					
Expected Month of Invoice	May-18	Area	CAPE TOWN	New / Existing Customer	NEW
Customer / Company Name :	ANDRAG AGRICO (PTY) LTD				
Deal Information:	Offer to Purchase:	CNO27F11A9	Official Order from Customer:	PO91-043826	
	Official Order from Dealer:	-	Costing Sheet:	YES	
	Financial Institution:	CUSTOMER			
Support from MTB	Buy Back:	-	RAND	-	Period
	Extended Warranty:	EV	Period	1 YR	Km
	Extended Warranty:	DL	Period	2 YRS	Km
	Extended Warranty:	-	Period	-	Km
	Maintenance Contract	NO	3 MONTHS SERVICE CARE		
Trade In's:	-	Quantity of Trade-Ins:	-	Approved by TopUsed:	-
Vehicle Particulars:					
Model :	TGM-18-2404X4BB-C-SWA	Number of Units	2	Tyres	GOOD YEAR
Diesel Rqrd		80 L			
Changes to Standard Units:	-				
Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments		
48892	END-APR '18	N38-C574	CBU - MOVE UNIT		
48893	END-APR '18	N38-C979	CBU - MOVE UNIT		
Comments:					
1. CHASSIS CHANGE.					
APPROVALS:					
Signature		Name		Date	9/3/18
Signature		Name	Sandy Jordaan	Date	09-03-2018
Signature		Name		Date	
Disclaimer:					
1. Deposits: MTB does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MTB in full. On any cash deals MTB will only accept Bank Guaranteed Cheques.					
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Magic List	O T P List	Order Book	Pulse Report		

DEALER	MAN CAPE TOWN	MODEL	TGM-18-2404X4BB-C-SWA
CUSTOMER	ANDRAG AGRICO (PTY) LTD	QTY	2
CHASSIS NUMBER/S	N38-C979 / N38-C574	LOG Nr	115-12

Customer			Order Management / Sales			Notes
Costing Detail	Per Unit	%	Costing Detail	Per Unit	%	
RETAIL PRICE PER PRICE LIST	1 365 000		STANDARD COSTS	914 175.90	66.97	
CUSTOMER DISCOUNT	285 000.00	20.88	SALES EXECUTIVE COMMISSION - PROVISION	15 000		
CUSTOMER PRICE AFTER DISCOUNT	1 080 000.00		DISTRIBUTION COST	6 600.00		
VARIABLE EXTRA'S TO BE INVOICED TO CUSTOMER	3 500		PRE - DELIVERY SERVICE	3 089.55		
PRICE TO CUSTOMER EXCL. VAT	1 083 500.00		EXT WARRANTY COMBO: 1 YR UNLIMITED / 2 YRS UNLIMITED	0.00		
VAT	151 690.00	14.00	EXT WARRANTY - ADDITIONAL	0.00		
NON VARIABLE EXTRA'S TO BE INVOICED TO CUSTOMER	0		WARRANTY	3 314.05		
TOTAL PRICE TO CUSTOMER	1 235 190.00		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		
OVER ALLOWANCE	0.000		OPEN BUY BACK PROVISION			
PROFIT / (LOSS) ON EXTRAS	-51 650	-3.78	OTHER:	0		
OTHER:			TOTAL COST	946 031		
TOTAL ORDER BURDEN RATE UTILISED	336 650	24.66	VEHICLE MARGIN	82 319.50	7.60	

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

STANDARD COSTING PER CHASSIS

CHASSIS ACTUAL COST NETT MARGIN

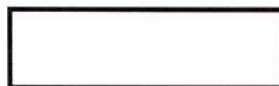
N38-C979	915 716.030	80 779.37	310m010455
N38-C574	912 635.770	83 859.63	310m010454


Sandy Jordaan
Order Management 09-03-2018

TOTAL	1 828 351.800	164 639.000
AVERAGE	914 175.900	82 319.50



APPROVED

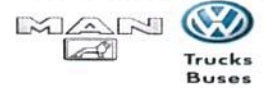


DATE





New Vehicle Sales Order Acceptance




Log No.:	115-12	Date:	20-Dec-17	Amendment No.	
Payment :	Payment Terms	COD	Interest Free Period	15	Floorplan
Dealership:	MAN CAPE TOWN	Sales Representative:	CJ SWANEPOEL		
Strategic Account Deals - Delivering Dealer					
Expected Month of Invoice	May-18	Area	CAPE TOWN	New / Existing Customer	NEW
Customer / Company Name :	ANDRAG AGRICO (PTY) LTD				
Deal Information:	Offer to Purchase:	CNO27F11A9	Official Order from Customer:	PO91-043826	
	Official Order from Dealer:	-	Costing Sheet:	YES	
	Financial Institution:	CUSTOMER			
Support from MTB	Buy Back:	-	RAND	-	Period
	Extended Warranty:	EV	Period	1 YR	Km
	Extended Warranty:	DL	Period	2 YRS	Km
	Extended Warranty:	-	Period	-	Km
	Maintenance Contract	NO	3 MONTHS SERVICE CARE		
Trade In's:	-	Quantity of Trade-Ins:	-	Approved by TopUsed:	-
Vehicle Particulars:					
Model :	TGM-18-2404X4BB-C-SWA	Number of Units	2	Tyres	GOOD YEAR
Diesel Rqrd		80 L			
Changes to Standard Units:	-				
Chassis Number	Estimated Offline / Comments	Chassis Number	Estimated Offline / Comments		
48892	END APR '18				
48893	END APR '18				
Comments:					
APPROVALS:					
Signature		Name	S. SITHOLE	Date	11/01/2017
Signature		Name	S. Brankhorst	Date	15/01/18
Signature		Name		Date	
Disclaimer:					
1. Deposits: MTB does not accept any cheques from customers in respect of deposits. . Customer to pay deposit directly to Bank. Bank to pay MTB in full. On any cash deals MTB will only accept Bank Guaranteed Cheques.					
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Magic List	OTP List	Order Book	Pulse Report		

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2/12/17

CANCELLED

 11/01/2017 15/01/18				
Head of Order Management	Head of Sales - Retail	Head of Truck Sales	Finance Director	Managing Director / Chairman

STANDARD COSTING PER CHASSIS

<u>CHASSIS</u>	<u>ACTUAL COST</u>	<u>NETT MARGIN</u>
48892	870 082.820	126 412.58
48893	870 082.820	126 412.58

CANCELLED

TOTAL	1 740 165.640	252 825.160
AVERAGE	870 082.820	126 412.58

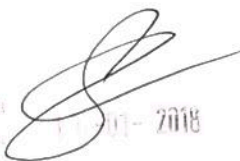


APPROVED



DATE

Siphamandla Sithole
Order Management


11-2018