



### **Broker commission tariffs**

1. You must be the "effective cause" of the SMARTMOVE transaction in order for commission to become due and payable to you. To prove that you were the "effective cause" of the SMARTMOVE transaction, it must be established that your efforts were the decisive factor that triggered the transaction or were overridingly important in the conclusion of the transaction. The evidence of your efforts would be an approved offer and a signed lease, obtained by yourself or through your broker company.

2. Commissions shall be paid at 100% of the tariff, as indicated in the Tariff Table below:

2.1. Commission shall be calculated as a percentage of the gross rental of the transaction. For the purpose of the a foregoing "gross rental" shall be the sum of the Basic Rental, Operating Costs and Parking Rental, escalated as per the agreed escalation rate, together with the actual assessment rates payable in terms of the agreement.

2.2. Commission is payable on any lease that is 36 months as follows:

- 2.2.1 5% on the first year's gross rental;
- 2.2.2 5% on the second year's gross rental;
- 2.2.3 2.5% on the third year's gross rental;

2.3. Commission is payable on any lease that is 60 months or more as follows:

- 2.3.1 0% on the first year's gross rental;
- 2.3.2 5% on the second year's gross rental;
- 2.3.3 5% on the third year's gross rental;
- 2.3.4 2.5% on the fourth year's gross rental; and
- 2.3.5 2.5% on the fifth year's gross rental