

CAPE SHADE RENTAL PROPOSAL

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| <p>Why does it make sense for the customer</p> | <p>Allows the customer to utilise the most up-to-date products without having to outlay capital to upgrade</p> <p>Minimise cash outflows including VAT by paying monthly, tax deductible rental payments structured to their needs</p> <p>This means they can reinvest their working capital and cash reserves into the growth of their business</p> <p>They get procurement points for renting from a black owned company (Empowerdex AAA empowerment rating)</p> <p>100% Black Ownership score, 87.5% Black Woman Ownership score</p> <p>As rentals are a tax deductible operating expense, they are off balance sheet, and no capex approval is required</p> <p>Monthly rental fees can be reduced by using an annual escalation</p> <p>Cash outflows will be minimised and predictable</p> <p>Existing credit lines are unaffected</p> |
| <p>What are we offering?</p> | <p>Straight forward Rental on any of Cape Shade products</p> <p>Rental on local fabric 36 months with the choice of 0% or 10% escalation</p> <p>Rental on HDPE & Ferrari fabric 36, 48 or 60 months with 0% or 10% escalation</p> |
| <p>Terms and Conditions</p> | <p>All user Credit Applications to be vetted on a case by case basis by Sunlyn</p> <p>All goods to be comprehensively insured at all times at the expense of the end user</p> <p>All deals to be signed up on Sunlyn paper only</p> <p>No refurbishment equipment will be financed</p> <p>Sunlyn Account Executive to sign all deals over R 150 000</p> <p>50% deposit refundable 5 days from signing the Certificate of Acceptance (COA) & CS receipt of payment from Sunlyn</p> <p>A maintenance agreement is available from Cape Shade on request</p> <p>COA must be signed on Practical Completion along with the Practical Completion Certificate and Snag List</p> |
| <p>Settlements</p> | <p>Early settlement will be allowed</p> <p>All deals with settlements to be disclosed prior to credit approval</p> <p>Deals that include settlements will be paid out net of the settlement figure which Sunlyn will use to settle the existing financier</p> |
| <p>Process</p> | <p>Signature of this Cape Shade Rental Proposal prior to submission of the Sunlyn Credit Application Form</p> <p>Completion of the Sunlyn Credit Application & Submission to Sunlyn for approval</p> <p>If credit is granted, completion of the Agreement of Hire and the approval conditions to be met by the client</p> <p>Payment of the deposit to Cape Shade</p> <p>Manufacture and installation of the structures by Cape Shade</p> <p>On Practical completion (when the product can be used for the purpose intended) signature of the Practical Completion Certificate & COA</p> <p>Cape shade will be paid by Sunlyn then the deposit will be refunded within 5 working days from submission of COA</p> |
| <p>Disclaimer</p> | <p>Cape Shade are not responsible for the vetting process and the sole right of approval lies with Sunlyn Rentals</p> <p>No agreement between Sunlyn and the client is binding on Cape Shade</p> <p>I the undersigned fully understand the terms as laid out above</p> |

Dated at _____ on this the _____ day of _____ 20____

AS WITNESSES COMPANY NAME

1 ADDRESS

2



SIGNED FOR THE CLIENT
(WHO WARRANTS THAT THEY ARE DULY AUTHORISED HERETO)

