



STANDARD PAYMENT TERMS

Payment Term

TLP (Total List Price)  
Discount rate on TLP  
Discount (amount)  
DP Rate  
DP Amount  
Discount rate on DP  
Discount on DP (amount)  
Net TLP  
VAT  
OC (Other Charges)  
TCP (Total Contract Price)

	Spot Cash Payment	Deferred Cash Payment over 24 months	10% Spot DP, 90% over 24 months	10% Spot, 10% over 24 months, 80% BF/LP	10% over 24 months, 5% every 12th & 24th month, 80% BF/LP	10% over 20 months, 5% on the 24th month, 80% BF/LP	20% over 24 months, 80% BF/LP
	3,436,000.00	3,436,000.00	3,436,000.00	3,436,000.00	3,436,000.00	3,436,000.00	3,436,000.00
	12%	3%	3%	-	-	-	-
	412,320.00	103,080.00	103,080.00	-	-	-	-
			10%	10%	10%	5%	20%
	-	-	343,600.00	343,600.00	343,600.00	171,800.00	687,200.00
			-	10%	-	-	-
			-	34,360.00	-	-	-
	3,023,680.00	3,332,920.00	3,332,920.00	3,401,640.00	3,436,000.00	3,436,000.00	3,436,000.00
	-	399,950.40	399,950.40	408,196.80	412,320.00	412,320.00	412,320.00
	166,302.40	183,310.60	183,310.60	187,090.20	188,980.00	188,980.00	188,980.00
	3,189,982.40	3,916,181.00	3,916,181.00	3,996,927.00	4,037,300.00	4,037,300.00	4,037,300.00
Jan-13 0	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00
Feb-13 1	3,114,982.40	162,132.54	366,618.10	374,692.70	15,780.42	58,955.00	32,602.50
Mar-13 2	-	162,132.54	146,856.79	16,653.86	15,780.42	58,955.00	32,602.50
Apr-13 3	-	162,132.54	146,856.79	16,653.86	15,780.42	58,955.00	32,602.50
May-13 4	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Jun-13 5	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Jul-13 6	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Aug-13 7	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Sep-13 8	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Oct-13 9	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Nov-13 10	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Dec-13 11	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Jan-14 12	-	162,132.54	146,856.79	16,653.86	217,645.42	20,186.50	32,602.50
Feb-14 13	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Mar-14 14	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Apr-14 15	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
May-14 16	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Jun-14 17	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Jul-14 18	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Aug-14 19	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Sep-14 20	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Oct-14 21	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Nov-14 22	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Dec-14 23	-	162,132.54	146,856.79	16,653.86	15,780.42	20,186.50	32,602.50
Jan-15 24	50,000.00	162,132.54	146,856.79	16,653.86	217,645.42	201,865.00	32,602.50
Feb-15 25	-	-	146,856.79	16,653.86	3,229,840.00	3,229,840.00	3,229,840.00
Mar-15 26	-	-	-	3,197,541.60	-	-	-
Apr-15 27	-	-	-	-	-	-	-
May-15 28	-	-	-	-	-	-	-
Jun-15 29	-	-	-	-	-	-	-
Jul-15 30	-	-	-	-	-	-	-
Aug-15 31	-	-	-	-	-	-	-
Sep-15 32	-	-	-	-	-	-	-
Oct-15 33	-	-	-	-	-	-	-
Nov-15 34	-	-	-	-	-	-	-
Dec-15 35	-	-	-	-	-	-	-
Jan-16 36	-	-	-	-	-	-	-
Feb-16 37	-	-	-	-	-	-	-
Mar-16 38	-	-	-	-	-	-	-
Apr-16 39	-	-	-	-	-	-	-
May-16 40	-	-	-	-	-	-	-
Net TCP	3,189,982.40	3,916,181.00	3,916,181.00	3,996,927.00	4,037,300.00	4,037,300.00	4,037,300.00