



Success Fees applicable to Brokers (Exclusive Mandated Only)

(Effective Date 1 January 2023)

The Success Fee to be paid by Exclusive Mandated Brokers is calculated as **the lower of:**

- a) the amount obtained applying the percentages in the table below to:
- 1) For Sale or Purchase: on the final sale price
 - 2) For Lease: on the sum of the monthly lease rate for the first 12 months (or the lease term if this is shorter than 12 months)
 - 3) For Sale & Lease Back: on the sum of 1 and 2 above, reduced by 20%

AMOUNT OF TRANSACTION		APPLICABLE %	
From USD	To USD		
-	500.000	3,00%	
500.000	5.000.000	1,50%	
5.000.000	25.000.000	0,50%	
over 25.000.000		no fee	

- b) 40% of the fee received under their mandate ((to be demonstrated)

The Fee in point a) shall be calculated progressively, as an example:

for a purchase price of 10.000.000, the total fee shall be 107.500

$(500.000 \times 3,0\% + 4.500.000 \times 1,5\% + 5.000.000 \times 1,5\%)$ so a total of **1,075%**

If total broker fee is 3% then the calculated Fee under point a) (107.500) will apply
If total broker fee is 2,5% then the 40% Fee under point b) (100.000) will apply.

To qualify for fees in this page copy of a valid Exclusive Mandate has to be provided, in lack of it fees for Owners, Lessors, Manufacturers, Buyers, Lessees shall apply (see relevant section).

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