



## New Agent Commission Structure

Dear Bayport agent

Our business has changed a lot over the past year. From selling debit-order retail loans only, the biggest part of what we do these days is payroll loans.

This financial wellness offering of ours is making a massive difference in the lives of our customers. We not only help them to deal with a problem today; we are helping them to become financially secure into the future. Of this we can be very proud.

As an agent you know that consolidating a customer's debt can be a big job that takes a lot of your time. Consolidation loans also tend to be bigger than a straightforward personal loan.

To reward you for the effort involved in consolidation loans, we have decided to change the way we pay your commission:

- Currently, you get R250 per deal regardless of the value of the loan.
- From **1 March 2021**, you will get **0.5%** of the disbursed value of the loan, whether new or repeat.
- The **minimum** commission will be **R100 per deal**.
- Commissions will be paid upfront rather than at month end.

Please discuss any questions you may have with your branch or area manager. We believe this new commission structure will be to your advantage and will encourage us all to work even harder to help our customers improve their financial situations.

Regards  
Sales Management Team