



ENTILINI CONCESSION (Pty) Ltd.

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Wild Card Holders
Chapman's Peak Frequent Users

Dear Madam/Sir

REVISION TO DISCOUNT STRUCTURE FOR FREQUENT USERS – CHAPMAN'S PEAK DRIVE

The directors of Entilini Concession, along with representatives of the Provincial Government of the Western Cape, met recently to review the various frequent user discount structures for Chapman's Peak Drive.

Given the increasing congestion on the city's road network, a decision was taken to revise the discount structures of both Frequent Users and Wild Card Holders. It is intended that the new discount structures will make the use of Chapman's Peak Drive more attractive as a commuter route between the South Peninsula and Cape Town's CBD. From July 2018, the discount structure for standard Frequent Users and Wild Card holders will be closely aligned.

The current discount structure for Wild Card Holders (ie: percentage discount to the standard tariff) will be largely retained, with some differences arising from rounding of the new tariffs. The comparison of the current discount structure for Wild Card Users against those proposed for the 2018/2019 year is tabulated below.

DISCOUNT TO BASE TARIFF		
USES	2017 WILD CARD HOLDER	2018 WILD CARD HOLDER
1	20%	19%
6	27%	26%
12	38%	45%
18	50%	56%
24	58%	62%
30	63%	62%
40	68%	62%

The significant change for 2018/2019 will be that Wild Card Holders will now only enjoy a discount over a standard Frequent User on the first two trips which they make over Chapman's Peak Drive in any month. From then on the discounted tariffs for Wild Card Holders will be identical to those of standard Frequent Users. (Both Frequent User and Wild Card holder discounts will be capped at approximately 60% of the standard tariff for uses exceeding 25 trips per month.)

The additional discount which a registered (and bona fide) Wild Card holder will receive over a Standard Frequent user will approximate 30 - 40% of the annual cost of a single Wild Card membership, on the basis that the registered Wild Card holder makes a minimum of two trips over Chapman's Peak Drive every month of the year.

In summary, the need to take out Wild Card membership to enjoy significantly discounted tariffs for regular use of Chapman's Peak Drive has been dispensed with, yet an incentive for bona fide Wild Card users who travel at least twice a month over the pass is maintained. (Wild Card holders will still need to register annually at the plaza should they wish to take advantage of the additional Wild Card discount).

The new tariff structures will come into effect on 1 July 2018, upon promulgation in the Provincial Gazette.

Please do not hesitate to contact the operations team should you have any queries related to this communication.

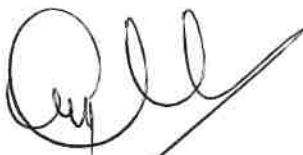
The contact person for any queries is:

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Tel No : 021 – 791 8220 / 791 8222

Yours faithfully

A handwritten signature in black ink, appearing to read 'Marks Jacobs', written over a diagonal line that extends from the bottom left towards the top right.

Marks Jacobs

General Manager
Entilini Operations (Pty) Ltd