

## RETAIL TENANT CLASSIFICATION & MINIMUM PROPOSALS

- To qualify for the relief, tenants have to undertake not to retrench staff during the relief period
- Tenants will not be evicted for the next two months, provided that their accounts were in good standing as at 29 February 2020

### SMME RETAILERS (categorised by the DTI as having annual turnover of up to R80 million)

Category	Basic assistance and relief	Interest-free deferment recovery period
Level 1: Highly impacted retailers (e.g. companies selling time and services such as restaurants, hairdressers, travel agents, take-aways, etc.)	<p>April 2020:</p> <ul style="list-style-type: none"> <li>• 35% to 100% of April 2020 rental and further potential relief could be in the form of rental deferrals</li> </ul> <p>May 2020:</p> <ul style="list-style-type: none"> <li>• up to 50% of May 2020 rental and further relief could be in the form of rental deferrals</li> </ul>	Over six to nine months from 1 July 2020
Level 2: Medium impacted retailers (e.g. companies selling product that doesn't have a limited shelf-life, etc.)	<p>April 2020:</p> <ul style="list-style-type: none"> <li>• 35% to 50% rental discount and further potential relief could be in the form of rental deferrals</li> </ul> <p>May 2020:</p> <ul style="list-style-type: none"> <li>• Up to 25% rental discount and further relief could be in the form of rental deferrals</li> </ul>	Over six to nine months from 1 July 2020
<ul style="list-style-type: none"> <li>• Tenants' financial position and strength of balance sheet to be assessed by landlord to classify in an impact category</li> <li>• Landlords have flexibility and discretion, on a case-by-case basis, to adjust parameters; however, minimums are set as the base guideline.</li> <li>• Normal or better trading assessed considering rent-to-sales ratios, balance sheet, stock availability, etc.</li> </ul>		

### NON-ESSENTIAL GOODS/SERVICES

Category	Basic assistance and relief	Deferment recovery period
SOE and Government tenants	No relief offered – 100% of rent payable (excl. temporary testing, laboratories and healthcare services housed free)	N/A
All retailers with annual turnovers above R80 million (including local and international listed/publicly-traded retailers and large unlisted retailers)	<p>April 2020:</p> <ul style="list-style-type: none"> <li>• 35% rental discount and 15% rental deferment</li> </ul> <p>May 2020:</p> <ul style="list-style-type: none"> <li>• 15% rental discount and 35% rental deferment</li> </ul>	Over six months from 1 July 2020

### ESSENTIAL GOODS/SERVICES

Category	Basic assistance and relief	Deferment recovery period
Retailers offering more than 75% essential services	No relief offered – 100% of rent payable	N/A
Retailers offering essential services but electing to close	No relief offered – 100% of rent payable	
Retailers offering partial essential services, less than 75%	<ul style="list-style-type: none"> <li>• Essential goods/services – 100% of rent payable</li> <li>• Non-essential goods/services – as per retailers with annual turnovers above R80 million</li> </ul> <p>Pro-rated by essential goods/services turnover vs non-essential good/services turnover (or gross lettable area if specifically agreed)</p>	For non-essential goods/services portion: over six months from 1 July 2020