

**BMW  
GROUP**

Financial Services



**DRIVE YOUR BUSINESS FORWARD WITH  
BMW GROUP FINANCIAL SERVICES.**

**CORPORATE CREDIT.**





## BMW GROUP FINANCIAL SERVICES CORPORATE CREDIT FACILITIES.

Introducing Corporate Credit from BMW Financial Services. A facility that provides loans of various sizes with a great degree of flexibility in terms of repayments and further loans. It is designed to free up your capital and is available for new vehicle instalment sales, financial, full maintenance, and operating lease funding.

BMW Corporate Credit offers terms tailor-made to suit unique business requirements, with no set-up charges. This brochure will guide you through the qualifying requirements and simple steps needed to secure your ideal funding option.









## REQUIREMENTS FOR BECOMING A CORPORATE FACILITY CLIENT.



BE A BUSINESS CUSTOMER.



REQUIRE FINANCING FOR R10 MILLION OR MORE ON AN ANNUAL BASIS.



PROVIDE AUDITED FINANCIAL STATEMENTS.\*



HAVE A VEHICLE TURNOVER OF MORE THAN 5 VEHICLES.



SUBMIT CREDIT FACILITY REQUEST.



\*In some cases, independently reviewed AFS will be accepted. Ts&Cs apply.

# HOW TO USE THE FACILITY.

Commercial finance offers four types of products to corporate customers:

REVOLVING CREDIT. [➤](#)

Traditional instalment sale and/or balloon repayments when purchasing low volumes of vehicles.

OUR REVOLVING CREDIT FACILITY OFFERS THE FLEXIBILITY TO:

- Make additional repayments at any time.
- Access the money that has been repaid without having to reapply for credit.

The facility balance is easily accessible, and the interest payable is determined by the credit score and affordability.

IT IS TYPICALLY USED BY SMMEs AND LARGER CORPORATES WHO:

- Make regular purchases (more than 5 a year).
- BMW or multi-make that requires finance.

#### OPERATING LEASES. >

Renting BMW Group vehicles from BMW Group Financial Services at fixed rates for a fixed period.

#### FLEET FINANCE. >

Instalment sale and/or balloon repayments when purchasing high volumes of vehicles.

Facility amounts will be granted based on the risk rating and your affordability.

#### \*CHARTER: FIXED-TERM RENTAL. >

Fixed monthly rental amount which includes Comprehensive Insurance and Motorplan. Ideal for diplomats, expatriates and contract-workers.

\*Note: Exclusions to the product offering are M vehicles, and vehicles over R1.5 million in price as well as all BMW Motorrad models.



# COMMERCIAL FINANCE OFFERS FOUR TYPES OF PRODUCTS FOR CORPORATE CUSTOMERS

## 01 REVOLVING CREDIT



### YOUR BENEFITS

- Ongoing access to credit without having to apply for a new loan when looking to finance vehicles.
- Terms are flexible, which means that funds can be used on multi-make vehicles.

### DESIGNED FOR CORPORATES WHO:

- SMME's and large corporates who want flexible access to vehicle finance.
- Regular purchase of vehicles (BMW or multi-make) for business purposes.

### CONTRACT LENGTH

- Minimum 24 months – Maximum 60 months.

### END OF TERM

- You own the vehicle.

## 02 OPERATING LEASE



### YOUR BENEFITS

- Benefit from fixed repayments at a fixed interest rate, so costs are known in advance, making budgeting easier.
- Inclusive of licence and registration cost, insurance, fines management and vehicle theft and security management.

### DESIGNED FOR CORPORATES WHO:

- Do not want to capitalise assets on their balance sheets.
- Want a flexible rental period.
- Want new BMW vehicles.
- Do not want to own a vehicle.

### CONTRACT LENGTH

- Minimum 6 months – Maximum 12 months.

### END OF TERM

- The vehicle is returned to BMW Financial Services via your preferred retailer.

## 03 FLEET FINANCE



### YOUR BENEFITS

- Ongoing access to a credit facility which can be used to finance fleets of vehicles.
- Terms are flexible, which means that funds can be used on new, used and multi-make vehicles.

### DESIGNED FOR CORPORATES WHO:

- Want an Instalment Sale Agreement or a Fixed-term Rental Agreement for fleet vehicles due to their short-term vehicle rental operations.

### CONTRACT LENGTH

- Minimum 6 months – Maximum 36 months.

### END OF TERM

- You own the vehicle.

## 04 CHARTER: FIXED-TERM RENTAL



### YOUR BENEFITS

- No deposit, no depreciation, and a fixed monthly rental payment calculated based on a preferred rental period and agreed-upon mileage limit.
- Off balance sheet finance.
- Taxation benefits.
- No additional company insurance.

### DESIGNED FOR CORPORATES WHO:

- Do not want to own a vehicle.
- Prefer an insurance-inclusive finance solution to assist diplomats and expats with no local credit score.

### CONTRACT LENGTH

- Minimum 12 months - Maximum 54 months.

### END OF TERM

- Return the vehicle to your preferred BMW Group Retailer.



## APPLYING FOR A FACILITY GREATER THAN R5 MILLION.

Once the facility limit has been repaid, you can revolve back to the original facility limit or any amount lower than the limit. You can also apply for an increase in facility limit should you require additional funds (subject to credit approval).

### REPAYMENT TERM

#### REVOLVING CREDIT

Min 24 months – Max 60 months

#### OPERATING LEASE

Min 6 months - Max 18 months

#### FLEET FINANCE

Min 6 months - Max 36 months

#### \*CHARTER: FIXED-TERM RENTAL

Min 12 months - Max 54 months

### INTEREST RATE

Interest rate valid for the 12-month period (variable rates)  
Receive personalized Annual Percentage Interest Rate.

Fixed monthly rental payment  
(not affected by interest rate changes).

### FEES

Monthly Service Fee:  
R115

Once-Off Initiation Fee:  
R4 500

Fixed monthly rental payment  
calculated based on a preferred  
rental period and agreed-upon  
mileage limit.

\*Note: Exclusions to the product offering are M vehicles, and vehicles over R1.5 million in price as well as all BMW Motorrad models.



# WHAT YOU NEED



- Audited Financial Statements/Management accounts (assets/liabilities)
- FICA Documents
- 12 month profit/loss forecast – business case
- Debt serviceability documents
- Overview of the business
- KYC requirements – CIPC reg etc
- Corporate credit application and formal request for facility (including motivation)
- B-BBEE Certification



# WHERE TO APPLY

- [CorporateFinance@bmwfinance.co.za](mailto:CorporateFinance@bmwfinance.co.za)  
Tel. 071 666 2909 or Tel. 071 666 2917

\*Some additional documents do apply.











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