



**Partnering with you for your
dealership solutions**



Introduction

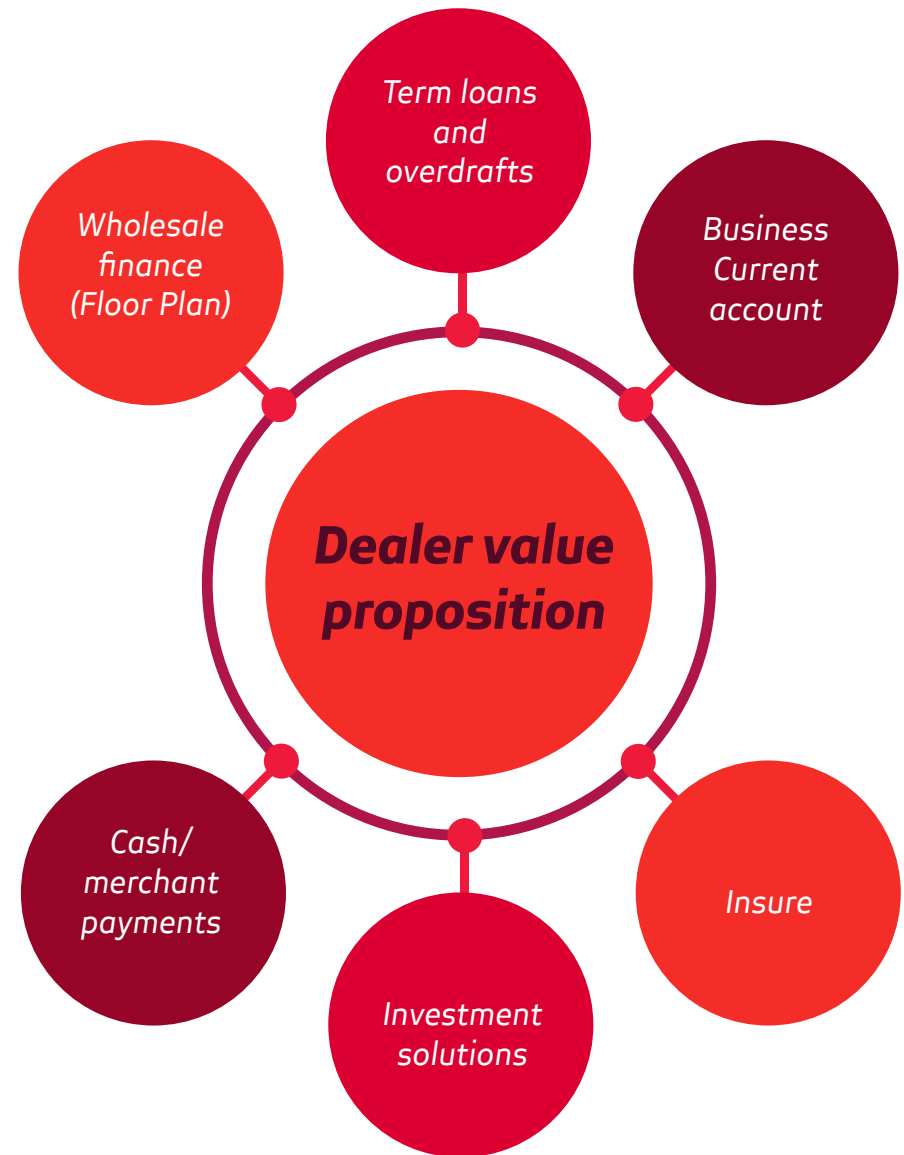
It takes courage to start a business and tenacity to grow and succeed. The right people and partners are key to success. At Absa Automotive we build lasting relationships where you can rely on us because we make it our business to know your business.

We are with you every step of the way and are set up to meet all your business and personal banking and financial services needs.

Our range of products and services are tailor-made to meet your business, personal and employees' needs.

Whether you require working capital, business risk and growth management for business consolidation or takeovers or protection of your assets, we are here to support you. Our team of knowledgeable industry experts, enabled by world-class systems and processes, mean that you can rely on us as a skilled, dynamic partner that is equipped to assist in all aspects of your dealership.

We take pride in supporting our clients from start-up to fully fledged businesses through our deep industry knowledge and full commitment to you, the dealer.





Business Banking for your dealership

As a bank of the dealer, we're committed and ready to provide you with the best products and solutions to help you start, run, grow and protect your dealership business. Our experienced Relationship Bankers and industry specialists are here to give you insight into market and industry trends to take advantage of opportunities that will grow your business to its full potential. So, what does Business Banking offer you?

Business Current Account

Transact with ease and peace of mind using our range of transactional accounts that offer flexibility and great value to your day-to-day banking needs. Designed to suit businesses of all sizes - from start-ups with a low annual turnover to big businesses with a turnover of more than R100 million - choose the one that best suits your banking needs.

We offer several benefits, including:

- Tax reconciliation
- Access to funding
- Channel access – you can use our branches or our digital platforms to do your transactions

Business Evolve Account

A hassle-free, transactional business account designed to evolve and adapt with your business as it grows. It's a digitally led solution that allows you to conveniently do your banking online.

The Business Evolve Current Account is suitable for all business, including small and medium enterprises, as well as commercial businesses in any industry or sector.

Business Evolve Current Account options:

- **Evolve Zero:** Suitable for sole proprietors (<R5m turnover per annum), with the flexibility to grow with their business needs. A zero monthly account fee and tiered, pay-as-you-transact pricing puts you in control.
- **Pay-as-you-transact (PAYT):** Suitable for businesses that only want to pay for the transactions that they complete. A low monthly account fee and tiered per-transaction pricing that decreases as your transaction volume increases, makes this an attractive offer as your business starts to grow.
- **Evolve 35:** This value bundle package is perfect for businesses that have lower transaction volumes. Fixed-fee banking to support your cashflow and budgeting needs.
- **Evolve 60:** This value bundle package is perfect for medium-sized businesses that have higher transaction volumes. Fixed-fee banking to support your cashflow and budgeting needs.
- **Evolve 90:** This value bundle package is perfect for businesses that have larger transaction volumes. Fixed-fee banking to support your cashflow and budgeting needs.

Business Evolve packages also available for Islamic and Franchise business clients.

Standard features of the Business Evolve Current Account

- **Debit card:** To assist with your day-to-day transacting or purchasing requirements. Multiple debit cards can be issued per signatory on the account, with the option to personalise.
- **Transacting channels:** 24/7 access to Absa's secure electronic transacting channels – Absa Online and the Banking App – for immediate access to do banking anytime, anywhere.
- **Savings pocket:** Liquidity Plus is an interest-bearing account, which allows you immediate access to your account balance. No monthly account fee and no minimum deposit is required to open the account.

Note: Liquidity Plus is not included in the Business Evolve Islamic Account. Shari'ah-compliant investment options are available if required.

- **Cashflow Manager:** Access to Cashflow Manager at no additional monthly management fee. Cashflow Manager is a cloud-based accounting system that will enable you to generate quotes, invoices and receipts, and to view a dashboard of accounting activities and cashflows on Absa Online.
- **Free account transfers and Absa-to-Absa debit orders:** Unlimited Absa interaccount transfers and Absa-to-Absa (internal) debit orders.
- **One account number for life:** The existing account number is retained when changing between business current account types or price plans.
- **Statements:** You can save money by opting to view your statements on your Absa Online profile or receive your statements via email.

Cashflow Manager includes:

- A **user-friendly** dashboard.
- Management of customer and supplier contact and project details.
- Generation of quotes, invoices, payroll and provides payslip schedules to assist with SARS compliance.
- Allocation of expenses and income for all bank statements and business cash transactions.
- Management of the proprietor's own money used in the business.
- Generation of reports on money coming in and going out.
- Generation of a simple cashflow report to assist with budgeting decisions.
- Generation of VAT reports to assist with VAT returns.
- Generation of income statements and balance sheets.

Get Cashflow Manager quickly and easily:

1. Go to **Just for you** on your Absa Online landing page.
2. Select **Tell me more**.
3. Select **Register now**.
4. Complete the **registration form**.
5. **Read and accept** the terms and conditions.

6. **Submit** your registration.
7. You will receive a **confirmation email**.
8. You are ready to start using **Absa Cashflow Manager**.

For further information, please visit the absa.co.za, contact your Banker or call our Call Centre on **0800 227 592**. Business Current Account

Wholesale Finance (Floorplan)

Absa's Wholesale Finance division provides an automated system to release vehicles from original equipment manufacturers (OEMs) and distributors to dealers to carry stock for new, demo and used motor vehicles for resale purposes: As an owner, director or dealer principal, Absa Wholesale Finance will assist in managing the risk component of the Floorplan stock (dual Interest, titleholder and ownership is visible to the dealership)

- Access to current trade and retail values (specific to your stock)
- Paperless process that makes it easier to track and manage business transactions (all relevant invoices and documentation is supplied making the process seamless)

Features

- Electronic capturing and uploading of vehicles.
- Immediate availability of funds (visible facility limits).
- Real-time information (upload to the Absa system).
- Payments to beneficiaries
- Pay-me ability.
- FAST Swop (LTV trade rules apply) and seamless switching of stock within a dealer group.
- 24-hour access to management information (MI).
- Sold vehicles to be settled in 72 hours.
- Remote management of stock and wholesale activity (mobile app or desktop).

Fast Mobi (mobile application)

- Easy to install.
- Single sign-on (SSO), view Floor plan balances.

- Single customer view.
- Instant, convenient and real-time information.
- Add supporting documents to the vehicle.
- Online settlement capabilities.
- Ability to purchase vehicle remotely.
- Immediate payment authorisations to banks and beneficiaries.

Business value-adds:

- Management of process (peace of mind).
- Track dual interest on vehicles bought and sold.
- A development team to cater for niche requests.
- Tailor-made MI.
- FAST Trade for repeat trade centre buyers (hammer price, 10 days interest-free).
- Our Wholesale Finance (Floor plan) facility provides the dealer with the flexibility to acquire stock. We have a market-leading, agile, all-in-one system that enables positive cashflow management.

FASTBUY OPTIONS FASTBuy

- An exciting initiative is the launch of FASTBuy, which is a wholesale product that enables an Absa customer to sell their vehicle on a settlement request. The customer can transact in a safe and transparent manner with Absa's Wholesale Finance dealer while enabling the dealers to acquire pre-validated stock.
- Our Wholesale Finance (Floor plan) facility provides the dealer with the flexibility to acquire stock. We have a market-leading, agile, all-in-one system that enables positive cashflow management.

Business term loan and overdraft

Do you need extra cash to tide your business over? Whether it's a new building, a 22-wheeler, workshop equipment, the vehicles in your showroom or new software for your office, Absa's funding options can offer you a workable asset finance solution to help power your business further. It's finance that you can use to cover the day-to-day cash needs of your business to purchase new inventory, take advantage of vendor discounts, cover unexpected expenses or manage seasonal changes in your receivables.

Business term loan

Absa Business Term Loan is a debt product that is repaid in regular payments over a set period of time, determined upfront. The interest rate is normally linked to the prime rate and is the only component of a term loan that fluctuates. Our term loan is ideal to finance long-term income-generating ventures, such as development projects, business expansion or purchasing other businesses. Generally speaking, your business' cash flow will fund the repayment of the term loan.

We can leverage the value of your current dealership to fund expansions/additions to your current portfolio.

We can finance the following for you:

- A new or existing dealership through acquisition finance
- Revamping or upgrading of an existing dealership
- Any in-dealership equipment
- Generators and solar solutions to power your dealership during load shedding or unexpected blackouts.



Business overdraft

An overdraft is used for short-term bridging such as making specific payments in anticipation of receiving funds within a short period of time, or to manage the funding of your working capital cycle. Benefits of the business overdraft include:

- You only pay interest on the amount of the overdraft that you use.

You will not have to deal with the complications involved in securing long-term loans.

Funding

From traditional loans to specialised financing, we have flexible dealer finance and borrowing solutions to fuel your company's success.

Our solutions include:

- Long-term finance to fund the improvement or expansion of your dealership property
- Working capital finance, including overdrafts and invoice discounting, to manage seasonal changes in your receivables
- Competitive Floorplan terms to carry stock for new, demo and used motor vehicles for resale.

Cash payment acceptance/Merchant services

Over the years, our card payment acceptance services have built up a respected and enviable business reputation. This is achieved by our belief that by working with merchants and industry specialists alike, we are able to create unique propositions for the seamless acceptance of not only card transactions, but other forms of payment such as wearable technology. Our spectrum of merchants ranges from small, medium and microenterprises (SMMEs) to large businesses.

Why Absa?

- Most stable acquirer in South Africa over the years, as monitored independently by the card associations
- High system availability/uptime

- We are the first bank in SA to offer Dynamic Currency Conversion and first acquirer to offer contactless transaction processing With our forward-thinking, innovative solutions and class-leading technology, you can trust that your payment acceptance is in good hands
- Experienced in terms of assisting retailers with Payment Card Industry Data Security Standard (PCI DSS) compliance. Absa developed their own PCI portal in order to assist their level 3 and level 4 merchants obtain the required certification
- Contactless transactions that require no physical contact between the client's card and the physical device are the latest point-of-sale (POS) payment accepting technology
- eCommerce: We have selected Commerce Service Providers (CSP) to enable merchants to profit from the internet revolution. 3D Secure technology is used to reduce risk.

Cash management services

Well-located dealerships that target cash customers may experience high cash volumes as this segment largely prefers to make cash payments. Our cash-accepting devices help you manage the risks associated with processing and handling cash on your premises. We can move large sums of money safely from your premises to our processing centres (cash centres or branch network), or vice versa. Manage your daily cash transactions such as cash deposits, cash requests and cash-related queries online with Cash Self-service. We also guarantee same-day settlement into your account.

Differentiating features of our solution:

- Increased control of cash shortages and decrease in cash administration
- Insurance and transfer of risk
- Drop banking
- Shift banking
- Multi-account banking
- Third-party payments.

Our secure cash handling services include:

- Guaranteed upliftment value on device banking (7 days a week)

- No clawback in case of cash deposit discrepancies
- End-to-end insurance option – Cash is covered once it has been deposited into the cash device. This includes onsite insurance (cash in the device), cross pavement and cash-in-transit (CIT) insurance
- Partial insurance option – Only cross pavement and CIT insurance are included
- Choice of cash-in-transit companies and devices.

Vehicle management solutions

As a dealer you use vehicles for various tasks, from offering a courtesy service for customers to collecting parts and equipment

Absa Vehicle Management Solutions offers comprehensive and innovative vehicle management services to corporate customers and services are tailored to suit particular fleet requirements. The suite of products offered are the Full Maintenance Lease, Operating Rental and Managed Maintenance. The fleet cards consolidate fleet costs into one report, freeing time from the administration of expenses.

Fleet card

Absa fleet cards are accepted by more than 14 000 merchants nationally. Various fuel brands around the country use our fleet card services.

Investment and saving

While your current account enables your everyday banking needs, you can make sure that your money works as hard as you do by putting your spare cash into one of our investment options.

Our convenient Notice and Fixed Deposit Accounts offer you control of your cash flow whether you need instant access or want to invest longer for better returns. You can access savings immediately when you need to and still earn interest.

- We also offer:
 - a savings call account for day-to-day banking, and
 - a cheque call account to hold excess funds, and
 - a Liquidity Plus Account with tiered interest rates

We don't charge for withdrawals from your account. Absa's savings and investment products will give you peace of mind with:

- Your capital being guaranteed
- Cost-free electronic transfers to and from your savings account
- No monthly fees that erode your capital
- You may cede your savings as security against loans
- Choice of maturity dates or deposit terms that suit your cash flow needs
- The convenience of opening and managing your savings and investment accounts and balances via online banking anytime, anywhere.

Insurance

Minimise your business risks with a range of traditional and specialised insurance product, including insurance of the following:

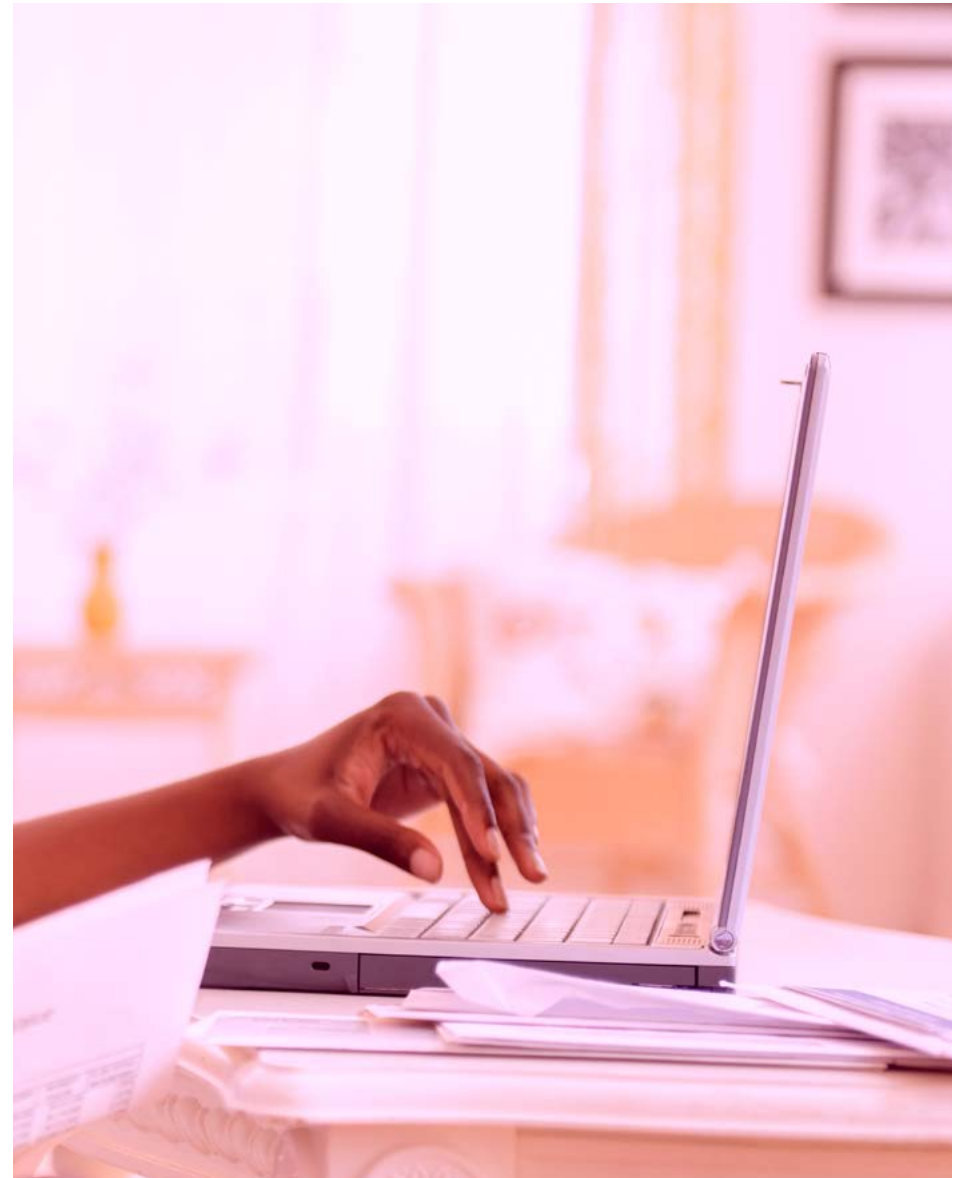
- Buildings, content, machinery, vehicles, plant and specialised electronic equipment
- Consignment stock, contract performance and lease deposit guarantees
- Gross profit, income and additional costs
- Professional indemnity
- Cargo-in-transit.

We also offer insurance that protects you, your business and your partners in the event of death or disability, such as surety solutions and buy and sell solutions.

Fiduciary services

We offer a comprehensive range of fiduciary services:

- **Estate Planning:** Our estate planning specialists help minimise estate duty, income tax and other expenses, while maximising the value of your accumulated assets, both during your lifetime and as a legacy to your heirs.
- **Estate Provider Plan:**
This includes:
 - The drafting, revision and safe custody of your will.
 - Funeral cover for you, your spouse and up to five children.
 - An insurance policy to assist with the cost of professionally winding up your estate.
 - Most importantly, your loved ones get immediate bridging finance.
- **Wills:** Specialists to help you plan your will and administrate your estate. Absa Trust provides you with a free will if you finance your home loan (gross asset value of R500 000 or more) through Absa.





Workplace Banking

Attracting and retaining high-calibre employees is important for your business as their knowledge and skills benefit your marketability, service delivery and competitive advantage. Absa has in-depth experience in Workplace Banking with over 2 000 active Workplace Banking relationships nationally.

- So, what does Workplace Banking offer you? The convenience of bringing Absa to your employees on your premises
- Discounted life-stage banking solutions
- A free interactive financial education programme for your employees (includes financial planning)
- Quality and trusted advice to meet each employee's unique financial needs
- Peace of mind with Absa, a leading financial services provider in South Africa with a wide distribution footprint, market-leading client propositions and digital solutions.

Financial education

We have a strategic partnership with the Smart Group to provide on-site financial education. The Smart Group is a leading financial education provider (level 1 BEE) in South Africa with more than 25 years' experience. Training is provided by 27 SETA-approved trainers and includes:

Financial education:

How to make decisions regarding money management, asset accumulations, debt management and retirement provision.

Budgeting and tracking your budget:

How to draw up a budget using practical steps that take individual financial situations into account.

Managing debt:

A complete breakdown of the debt management process, providing employees with tips on what to do in times of a financial crisis, and the difference between good and bad debt.

Everyday banking:

Helps employees choose an account that is right for them and provides important information regarding debit orders. Common card scams, such as phishing and skimming are also covered.

Wealth creation and growth:

Covers setting investment goals, matching them with an appropriate investment plan, implementing it and, finally, monitoring and reviewing the investment plan.

Protection and planning:

All the information employees need regarding the importance of retirement planning and insurance policies.

**On-site sales and onboarding**

We aim to help your employees save time when it comes to looking after their financial matters, by providing them with convenient and accessible sales points. To this end, we provide on-site sales and onboarding solutions to our dealer partners, including the on-site launch of the Workplace Banking offer. A team of bankers, equipped with mobile banking devices, will come to you daily, weekly or monthly, depending on your need. These bankers can provide the same sales and onboarding capability as found in an Absa branch, such as:

- Opening Absa accounts into which salaries can be paid
- Signing up for Absa Rewards
- Card issuing
- Application for vehicle finance and personal finances.

**Additional services**

We also offer a dedicated hotline and email address for service, advice and other engagements. Our virtual bankers and virtual investors provide financial advice and planning, using available digital technologies. We have dedicated product-related contact centres, such as Home Loans, Stockbrokers, Card and Personal Finances for quick and convenient service and support.

**Employee Care Plan**

You can insure your business' most prized asset: your employees. You'll be able to care for and assist your people in a time of financial need by providing them with the necessary cover they deserve. Ensuring that your employees are covered also allows you to stay financially prepared, freeing your business of any unexpected financial responsibilities associated with helping your people during difficult times.

Core benefits available

Your employees' cover can include any or a combination of the following, depending on their needs and your budget:

- Death benefit
 - Insured employees enjoy a death benefit of up to R2 million, with no medical testing required. Available as a voluntary standalone benefit.
- Permanent and total disability
 - A lump sum is paid if the insured employee is permanently occupationally disabled, i.e. they're unable to perform their current duties or the duties of another suitable occupation. Available as a voluntary standalone benefit.
- Funeral cover
 - A lump sum is paid if the insured employee or his/her family member covered under the policy passes away. This benefit covers the employee, the employee's spouse and up to five children. Available as a voluntary standalone benefit.
- Additional benefits include:
 - Grocery funds
 - Offered as a complementary benefit to the death benefit, the primary beneficiary will also receive R500 cash for groceries for six months following the death of the employee.
 - Extended funeral benefit after employee's death
 - Your employee's spouse and children will continue to receive funeral cover for six months following the employee's death, without having to pay the premium.



Private Banking

At Private Banking, our approach transcends the traditional understanding of banking. We offer an exceptional Private Banking relationship experience that is built on five foundational pillars:

- A relationship-driven approach Customised solutions
- Specialised advisory services
- Rewards and lifestyle benefits
- Priority services.

Your dedicated Private Banker will develop an in-depth understanding of your individual and family needs, and will with the support of a team of experienced wealth specialists, suggest holistic and appropriate solutions.



Private Banking Account and Visa Signature Credit Card

The Private Banking Account is our flagship transactional solution designed to enhance your day-to-day banking needs. It comes with a Visa Signature Credit Card, offering exceptional lifestyle benefits and comprehensive travel insurance. The card has features that reflect and enhance your lifestyle. By partnering with a number of premium service providers, we ensure that the world is at your fingertips in the form of card privileges and benefits, including:

- a 24-hour concierge service
- extended travel insurance
- an airport meet and greet service
- access to Visa luxury hotels,
- discounted Avis car rental rates
- Visa dining
- and much more.



Specialist advisory services

Our network of experienced wealth specialists will assist you to grow, protect and preserve your wealth. Our approach emphasises independent advice and is based on the best-of-breed. We offer the following specialist services:

- **Investment management and retirement planning:** Our expert team of advisers will advise you on suitable financial solutions, efficiently implement your financial plan and regularly review your situation to ensure that you remain on track to reach your goals.
- **Stockbroking:** Our stockbroking service allows you to buy and sell shares and exchange-traded products through a secure online portal or via our specialised portfolio managers who cater for various risk appetites.
- **Administration for fellow professionals:** Our administrative services are available to attorneys, accountants, trust companies and other professionals involved in fiduciary services.
- **Insurance:** Absa Life offers an extensive range of highly competitive life insurance products and services such as life cover, funeral cover, credit protection, home loan protection and education protection plans. Private Insure offers comprehensive insurance for high-value or selective items, provide for multiple insurance needs with a single premium and the option of monthly or annual premium payments.

International Banking

With our extensive local and international network, Absa is your ideal partner. Our comprehensive range of solutions will ensure hassle-free sending and receipt of money. Our Cash Passport™ can be preloaded with up to four foreign currencies. It is a safe, easy and convenient way to take your spending money overseas.

Structured lending solutions

An integrated and flexible product offering that combines day-to-day transactional banking with a unique and tailor-made line of credit to suit your needs and put you on the fast track to success.

- Our structured lending solutions make provision for various forms of security, each of which provides a specific loan-to-value ratio, such as JSE-listed shares, unit trusts, fixed deposits, life and endowment policies, offshore investments and property.
- The facility offers one interest rate across all lines of credit.
- You may make advance payments giving you the freedom to settle your account at any time before the settlement date.

Need information or assistance?

- Speak to your dedicated Private Banker
- Call Private Assist on 0860 553 553 (local), or +27 11 501 5011 (international)
- Send an email with your contact details to privatebanking@absa.co.za

Digital solutions

Absa Online: If you want to pay accounts, make transfers, apply for loans, top up prepaid services and so much more, try our online banking. It's secure, quick and, best of all, available whenever you need it.

Absa Banking App: Start managing your money on the move with our secure and easy-to-use Banking App.

WhatsApp Banking: For added convenience when banking on the go.

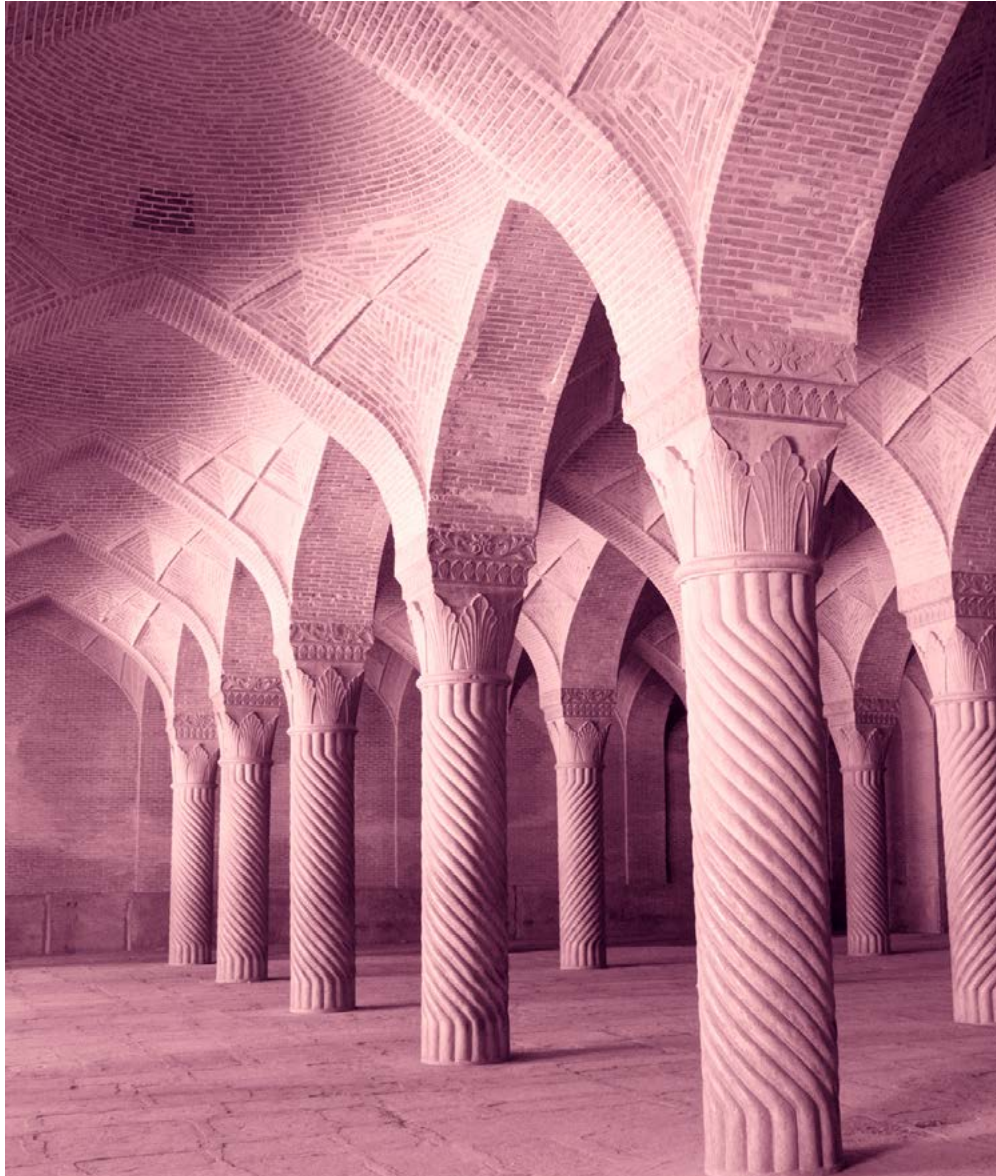
Property finance

We offer various commercial property finance loans to assist with any development plans you may have, from residential property finance to commercial property loans.

We have had partners across Africa for the past 100 years in the property business, including investors, developers, business owners and listed clients. These partnerships have been made possible by our dedicated team of property finance experts with extensive experience in structuring tailor-made, innovative financing solutions.

Our property financing products include:

- Investments loans
- Development loans
- Mortgage-backed business loans
- Lease discounting
- Purchasing of vacant land.



Islamic Banking

Banking that honours your Islamic values

Whether you want to transact, save, invest, finance, plan, travel or protect your assets, there is an Islamic Banking product for you.

Absa Islamic Banking not only develops Shari'ah-compliant products, but also adopts end-to-end Shari'ah processes that are approved and certified by an independent Shari'ah Supervisory Board comprising eminent scholars in the field of Islamic banking and finance.

These products are not exclusive to Muslim customers, but are available to anyone who finds their features appealing or just want to bank differently.

Business offering

The Islamic Banking business offering has a wide range of transactional, savings and investments products that will address your business needs. These include:

- Islamic Business Account for day-to-day transactions
- Islamic Term Deposit
- Islamic Commercial Vehicle and Asset Finance
- Islamic Commercial Property Finance
- Islamic Trade Finance
- Forward Exchange Contracts for clients involved in international trade requiring foreign currency
- Absa Vehicle and Asset Management Services for fleet financing.

What is Shari'ah-compliant Wholesale Finance?

Shari'ah-compliant Wholesale Finance (Floorplan) is a funding solution that complies with the conditions of Shari'ah or Islamic commercial law.

Islamic Wholesale Finance (Floorplan)

- A dealer receives a facility which he/she can draw down on to fund Floorplan assets.
- The dealer signs an Agency Agreement whereby the dealer is appointed:
 - As an agent to purchase assets on behalf of the Bank
 - To accept delivery of the assets
 - To market and on-sell the assets, and
- To arrange insurance cover for the assets (Islamic Insurance). By signing the associated Ijaarah Agreement, the dealer agrees to lease the assets in the interim from the Bank for a pre-agreed monthly rental amount. Finally, the dealer signs an undertaking in favour of the Bank to purchase asset(s) from the Bank after a specified period or event.
- Security may be requested for the facility.

Benefits of Absa Islamic Wholesale Finance:

- Pay me/Payments to beneficiaries (14-day grace period to submit proof of dealer stock documents and ownership documents that are required to upload on the system)
- Immediate availability of funds (transparent facility limits)
- Immediate payment authorised to banks and beneficiaries
- Dealer has remote stock management ability (new purchases and settlements via the mobile app or from a desktop)
- Daily stock control to monitor the status of assets to provide management with peace of mind
- Access to current trade and retail values (specific to dealer's stock)
- Management information (MI) that enables visible vehicle costs (Floorplan rental amounts and related admin fees)
- Paperless process (relevant invoices and documents are supplied seamlessly)
- Mobile app, an extension of our market-leading system:
 - o Single sign-on (SSO)

- o View Floorplan balances, availability of and vehicles to settle
- o Instant convenient and real-time information
- Competitive pricing
- 72-hour settlement allowance
- Ability to purchase vehicles remotely.

Travel

If you're travelling overseas, Islamic Banking allows you to access your money overseas and transact internationally.

Our solutions include:

- Multi-currency CashPassport™ card – a prepaid card that you can load with up to four currencies
- Travellers cheques
- Foreign banknotes
- Western Union® money transfer services, which allows you to send and receive money to and from many international destinations.



Renewable energy (solar photovoltaic)

Given South Africa's abundant sunlight, increasing electricity tariffs, an unreliable grid system, decreasing costs of solar photovoltaic (PV) installations and a regulatory environment that supports solar power, there is a strong case for businesses to invest in solar PV. Car dealerships are no exception as they are generally operational six days a week during daylight hours.

- A dedicated renewable energy team will look at your needs and provide advice on the right solution to ensure more sustainable operations.
- Our knowledge and expertise will protect your solar PV investment by:
 - Building on our experience and success in the funding of solar PV
 - Working with industry leaders in the sector
 - Considering the cash flows of the business in our credit decision
 - Understanding that this is an asset with a long lifespan, offering finance terms of up to 10 years.

Contact us

franchise@absa.co.za
011 350 8000

