Standard Bank

Commercial Asset Finance Solutions

Commercial Asset Finance

We've got your business vehicle and capital equipment needs covered.

We understand that financing and managing your company's assets is critical to the success of your business. Our dedicated team of experts will assist you with financing vehicles or assets and can arrange a comprehensive funding package to suit your unique requirements. Our experts specialise across the sectors of the economy.

We finance a wide range of new and used movable assets, including:

- **Passenger and commercial vehicles** (and those which may be of a specialised nature).
- **Capital equipment:** Tractors, forklifts, bulldozers, machine tools and office equipment.
- **Mining and construction equipment:** Earthmoving equipment, cranes, forklifts, telescopic handlers, crushing and screening equipment, small and large mobile opencast mining and quarrying equipment and a full range of underground mining equipment.
- **Agricultural equipment:** Tractors, combine harvesters and various other harvesting, tilling, or planting attachments, as well as production lines and machinery for manufacturing feeds and various other farming applications like dairies, chicken farming, and wine farming.
- **Medical and Technology equipment:** Assets and equipment in the medical, printing, and information technology sector.
- **Aircraft** (helicopters and fixed-wing).
- **Solar equipment.**

Financing Options

1. INSTALMENT SALE

An agreement whereby an asset is sold to the customer over a period. The asset is capitalised immediately, and ownership of the property is either;

(i) passed to the customer only when the agreement is fully complied with (the account has been paid in full); or (ii) passes to the customer immediately subject to a right of the credit provider (Standard Bank) to repossess the property if the customer fails to satisfy all the financial obligations under the agreement.

2. FINANCE LEASE

This finance facility allows the customer to use an asset while paying for it over an agreed period. Ownership does not pass automatically once the final payment has been made but is one of the options available to the customer provided specified contractual terms are met.

3. OPERATING RENTAL

An agreement in terms of which the Bank rents movable asset to a Hirer (Customer), where the Hirer has the use and enjoyment of the asset for a defined period.

4. CASH SALE/SALE AND LEASEBACK

An agreement allowing the customer to sell the asset already paid for to the Bank and in return, the Bank enters into a finance agreement with the customer for the same asset.

5. INTERIM AGREEMENT

A finance option to facilitate part or progress payments for the importation and/or necessary prolonged commissioning of capital equipment.

HOW INTERIM AGREEMENTS WORK

- An Interim Agreement is signed until it is superseded by the main agreement which can be an Instalment Sale or Lease Agreement.
- Interim interest is payable monthly via a debit order until conversion of the interim to the final agreement takes place.
- Once delivery of the asset has taken place and is fully commissioned, the part payments are consolidated into one amount and converted to a finance agreement.
- The facility is also available for purchases from local suppliers of equipment and plant where there are interim payments to be made for specific assets.

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Fleet Management

As Africa's leading fleet manager, we'll keep your fleet moving with top gear solutions.

Standard Bank Fleet Management (SBFM) is in its fourth decade of providing quality service and continues to meet the ever-changing needs of South African fleet operators, large or small.

- In a highly specialised marketplace, our personalised service and commitment provides our customers with **invaluable assistance** in all areas of fleet management.
- We can structure fleet solutions to meet individual customer requirements and provide the **support of specialists** who are familiar with the latest trends and developments in the industry.
- Our fleet solutions and facilities are designed to provide the fleet owner with a full range of specialised products to **control and manage** their fleets more effectively.

Fleet Management Card

Offering ease and convenience in paying for, monitoring and controlling vehicle running costs.

HOW IT WORKS

- Each card is issued to a specific vehicle and not to a driver.
- Convenient and useful way of paying for fuel, oil, services, repairs, toll fees and tyres.
- There are different types of cards that cater for various purchase types
- A management tool to effectively manage financial, technical and operational cost.
- Transactional information is provided to you on a daily, weekly and/or monthly basis in various formats; and
- Transactions are authorised at the forecourt and workshop point of sale terminals.

BENEFITS

- A safe and convenient way to pay because there is no need to carry cash.
- Online authorisation at the time of the transaction and reporting of approved and declined transactions ensures proactive control of expenses.
- Increased security to protect you against any possible fraudulent transactions.
- Helps you to manage your vehicles' running cost by comparing their performance against benchmark statistics.
- Our cards are also accepted in Lesotho and eSwatini.
- Value-added offerings, for example, roadside assistance, are billed through the fleet account.

Diesel rebate schemes are available with most major oil companies.

Visa Fleet Card

Take control of your fleet expenses, enable your drivers to transact safely, and lower your fleet's running costs with our Chip-and-PIN Visa Fleet Card.

HOW IT WORKS

- Safe and secure transactional Visa Fleet Card with Chip-and-PIN technology.
- Vehicle-specific card for each dedicated driver to help generate accurate statistics and data about running costs.
- A PIN issued to each driver.
- Capacity to view and approve card transactions online in real-time.
- Facility to pay for fuel, oil, toll, repairs and maintenance services.
- Facility to link cards to our fines and licensing, roadside assistance, driver training and telematics services and to other value-added products.

BENEFITS

- Combat fraud by reducing the risk of unauthorised purchases with a safe, secure, contactless card with PIN verification.
- Chip-and-PIN technology enables your drivers to transact securely at point-of-sale.
- Review and approve transactions on-the-go using the Fleet Management App.
- Get in-depth analytical and statistical reporting based on each vehicle's transactional data.

Managed Maintenance

Let us handle your fleet's service and repairs scheduling, authorisation and settlement.

Managed Maintenance is a unique maintenance monitoring system whereby we manage vehicle maintenance and repair costs by providing proactive authorisations to merchants for services and repairs or tyre replacements in line with budgets set for specific vehicles, or in line with your fleet policy.

HOW IT WORKS

- All services and maintenance are pre-authorised.
- We negotiate costs with the merchants and only pay for authorised work.
- Fixed monthly payment or pay as you use.

Each vehicle is issued with a maintenance label

- Similar to a vehicle's licence disk sticker, the maintenance label is affixed to the windscreen.
- The maintenance label enables the merchant to identify that the vehicle is managed by Standard Bank Fleet Management.
- The method is card-less to prevent the bypassing of the authorisation process.

Service and repairs

- When taking the vehicle for a service or repairs, the merchant must be made aware that Standard Bank Fleet Management is to authorise every maintenance transaction irrespective of the type.
- The applicable telephone numbers appear on the maintenance label.

BENEFITS

- Technical advice from industry specialists
- No unnecessary parts are fitted, and no unnecessary work is carried out
- Ensure that the correct prices are charged for parts and labour rates are negotiated
- Volume discounts are obtained
- A tax invoice is produced monthly for easy VAT claims
- Warranty and policy claims are made where applicable
- A predetermined Policy and Procedures document ensures that we only authorise transactions that you are satisfied with.

Full Maintenance Rental

Operate vehicles with full maintenance packages at a fixed rate.

Full Maintenance Rental (FMR) provides a comprehensive finance and maintenance package for businesses and private individuals that require the use of a vehicle or number of vehicles for various purposes, but do not want to take ownership of or the risk of maintaining or disposing of the vehicle/s.

HOW IT WORKS

- FMR allows you the use of a vehicle at a fixed monthly rental (subject to change as interest rates fluctuate) for an agreed term after which the vehicle is returned to us.
- You are not at risk or inconvenienced at the end of the contract as the vehicle is returned and sold by us, provided that the contract parameters have been adhered to and that there is no need for repairs to the vehicle which are not deemed as fair wear and tear.

BENEFITS

- There is no risk of disposing of the vehicle at the end of the contract.
- There is no risk of unexpected expenditure on services and maintenance.
- We acquire vehicles at a discounted rate through our Vehicle Purchasing Unit and the savings result in a lower monthly rental.
- Budgeting and forecasting are accurate as costs can be fixed for the selected period.
- FMR frees capital, which would otherwise have been tied up in your fleet, for income-generating opportunities.
- Flexible agreements result in you being able to amend the period and distance of the contract if your circumstances change.
- FMR monthly rentals are tax deductible under company tax regulations as an operating expense.

An Operating Rental (OR) works the same as an FMR, but excludes the maintenance component.

Prepaid Fleet Account

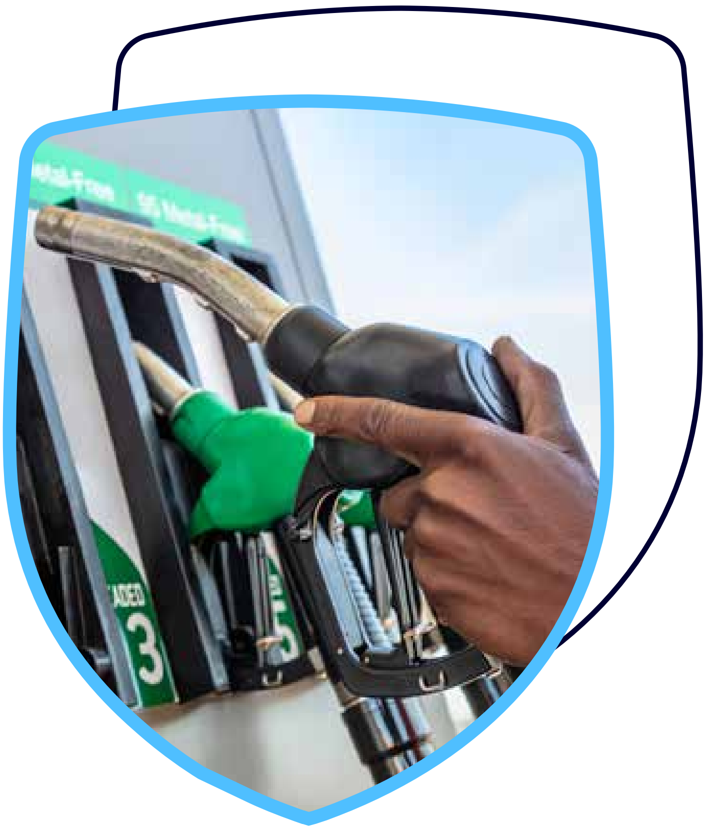
Get a prepaid card for each vehicle in your fleet, with limited funds for fuel and maintenance costs.

HOW IT WORKS

- A Prepaid Fleet Account enables businesses with fleets of vehicles to pre-load their fleet account with funds to cater for vehicle-related purchases of their entire fleet.
- No credit facility is required and all the cards linked to your Prepaid Fleet account will be limited to purchases at fuel forecourts and/or vehicle maintenance outlets and transactions will be subject to our transaction authorisation processes.

Prepaid Fleet cards will be valid for the following transactions:

- Fuel; Oil; Maintenance and Repairs; Services and Tyres.



BlueFuel – Namibia

Sending your fleet across the border? Use our BlueFuel windscreen tag to pay for fuel.

The Bank of Namibia (BON) has implemented legislative changes in Namibia with regard to the acquisition and settlement of Fleet Card transactions in Namibia.

In view of the legislative changes and to enhance our cross-border offering, SBFM has partnered with a service provider that utilises a secure card-less driver-PIN-based fleet payment solution in the form of a tamperproof windscreen tag.

HOW IT WORKS

- The tag is placed on the inside and bottom right corner of a vehicle's windscreen.
- As opposed to swiping a card, the tag is scanned with the hand-held terminal by the forecourt attendant. The terminal will prompt for fleet-related information, such as product, value and kilometres and will be authorised online through the Fleet Management System.
- The driver will be required to enter a PIN to conclude the transaction.

BENEFITS

- The innovative technology ensures that only authorised vehicles can refuel.
- There is no need to purchase and install expensive hardware.

Electronic Reporting

TRANSACTION AUTHORISATIONS
Our system allows customers to access their fleet of vehicles' card transactions in real time. They can override some declined Fleet card transactions if they deem them to be valid.

FLEET AUTHORISATIONS APP/MOBI SITE
Customers can view Fleet card transactions in real-time on the App or mobi-site, wherever they are on their phone or other mobile device. They can override some declined transactions if they deem them to be valid.

GENERIC REPORTS
These are system-generated reports that can be downloaded from the Internet or sent by email. There is a multitude of reports each serving a different purpose.

ECO2FLEET
ECO2Fleet is a web-based fleet management data collection and reporting service that measures and helps you to reduce your fleet's carbon footprint.

SMS NOTIFICATIONS
SMS Notifications can be sent when Fleet card transactions take place. Customers can select to receive all notifications, only for declined or only for approved transactions on up to five recipients' phones.

FLEET360
Fleet360 is an information management software package with up-to-date information in a mix of reports such as financial spreadsheets, exception reports, graphs and vehicle reports.

WEB-BASED REPORTING
A web-based reporting system, designed to give you the latest information about activity and costs in your vehicle fleet in an easy and logical way.

Value-Added Products

A suite of additional services to add value to your fleet.

ROADSIDE ASSISTANCE

To minimise inconvenience and downtime associated with roadside emergencies, you will have access to appropriate services 24 hours a day, 365 days a year.

DRIVER TRAINING

Driver training that is designed to reduce the risk of accidents and improve the overall safety and well-being of drivers.

FINES AND LICENSE MANAGEMENT

Manage your fleet's traffic fines and vehicle licenses on a comprehensive web-based system.

SHORT-TERM RENTALS

Short-term rental/replacement vehicles are available in case of loss of use of your vehicle (accident, write-off, maintenance, hijack or theft) or for business purposes at competitive rental rates negotiated with the rental companies.

VEHICLE TRACKING

Negotiated vehicle tracking options with various service providers to enable you to facilitate driver and vehicle management as well as vehicle recovery in cases of vehicle theft.

Shari’ah Fleet Management

Standard Bank offers Shari’ah-compliant fleet management products that will enable customers with a need for such products to finance and manage their vehicle fleet.

FULL MAINTENANCE RENTAL (FMR)

- FMR is a fleet management product offering that provides a comprehensive finance and maintenance package. FMR allows customers the use of a vehicle at a fixed monthly rental for an agreed term after which the vehicle is returned to Standard Bank.
- Cash flow is improved as there is no initial capital outlay for the vehicle as the cost of usage is spread over the period of the agreement.
- It also provides a hedge against inflation, as costs are fixed for the period of the agreement.

An Operating Rental (OR) is the same as an FMR but excludes the maintenance portion.

FLEET PREPAID ACCOUNT

- The Prepaid Fleet Account enables businesses with fleets of vehicles to pre-load their fleet account with funds to cater for vehicle-related purchases of their entire fleet.
- No credit facility is required, and all the cards linked to the Prepaid Fleet account will be limited to purchases at fuel forecourts and/or vehicle maintenance outlets and transactions will be subject to the normal Standard Bank Fleet Management transaction authorisation processes.
- Customers will be able to transfer additional funds into their Prepaid Fleet card accounts as and when necessary.

Note: The members of the Shari’ah Advisory Committee have approved the Shari’ah Prepaid Card; Full Maintenance Rental (Ijara) and Operating Rental products (Ijara). They have reviewed the required documents, policies and processes and are comfortable that the products are in accordance with the principles of Shari’ah.

3

Wholesale Finance

We empower mobility asset sales businesses and rental companies.

There may be other financial institutions out there that can help you finance your dealer stock, but we have a better way to help pay for assets without compromising your cash flows.

- If you're an established dealer or short-term rental company, you may already be well acquainted with the challenge of **maintaining a stocked inventory or rental fleet.**

- Standard Bank's unique **Wholesale Finance solution** can help you navigate these challenges.

Wholesale Finance Floorplan

A game-changer for dealerships

In the face of stiff competition in today's market, maintaining a diverse and well-stocked inventory for your customers to choose from can be a real challenge. Dealerships constantly have to juggle between the funds at their disposal and the vehicles (be it passenger cars and SUVs, delivery vehicles, bakkies, yellow metal or trucks) they need to stock.

This is where Standard Bank's Wholesale Finance, also known as Floorplan finance, comes to the rescue.

A cash flow solution designed to enable dealers or mobility asset suppliers to fund large volumes of assets (cars, bakkies, SUVs):

- Each asset becomes the foundation for the underlying collateral of the facility.
- By financing the dealership as part of the SBG VAF ecosystem, this facility enables smooth dealership operations by covering the cost of new car stock, freeing up dealers' capital for other business investments.
- The maximum term on a floorplan is one year, or until the car is sold, with sold assets settled within 48 business hours (2 business days).
- During the finance period, only interest is serviced – there are no capital payments. Remarkably, even pre-owned units are financed up to 100% of trade value (based on mileage and credit risk).

COURTESY PLAN

We also offer a Courtesy Plan (short-term finance solution) that can help dealers to provide mobility, by help customers drive a new car or asset more often (short-term rental) or funding their own staff fleet cars. Your dedicated Wholesale Finance contact at Standard Bank can tell you more about how these solutions can help you accelerate your business forward.

FINANCING THE DEALERSHIP ECO-SYSTEM

How it works

- Max term on floorplan = 1 year or sold
- Sold assets are settled within 72 hours
- During the finance period only, interest is serviced – no capital payments
- Pre-owned units are financed at 100% of trade
- Dealers manage own limits and assets on the WF system
- First option on end of term Fleet units.

Benefits

- Audits conducted on each asset financed
- Assets up to 10 years old
- Automotive and CAF retail incentive to benefit your floorplan
- Assets on floorplan are used to underpin the facility
- No facility or monthly fees charged – once-off per asset invoiced
- Franchised Dealer switch opportunity after the Supplier interest period
- Automated links and immediate payments.

YOU'RE IN CONTROL OF YOUR DEALERSHIP'S CASH FLOW

- Standard Bank's Wholesale Finance system gives dealers the autonomy to manage their own limits and assets. You only cover initial loading fees per asset and service any interest on outstanding balances charged and capital balances. Your dedicated Wholesale Finance contact is on hand to explain more.
- Beyond these benefits, dealers are also offered the first option to participate in VAF Fleet auction. There's even a franchised dealer switch opportunity after the supplier interest period. Automated links and immediate payments further streamline the process, making the task of stocking inventory as seamless as possible. But wait, there's more...
- With features like audits conducted on each financed asset, the ability to finance assets up to 10 years old, and an automotive and CAF retail incentive to boost your Floorplan, Standard Bank Wholesale Finance has indeed crafted a highly beneficial ecosystem for dealerships and businesses alike.

Introducing FleetSaver

Redefining car rental businesses

Looking beyond the standard dealership scenario, Standard Bank Wholesale Finance also provides a specialised rental solution known as FleetSaver.

This unique 24-month solution allows businesses such as rental car companies to finance new passenger and Light Commercial vehicles for short-to-medium-term periods.

The aim is to ensure vehicles are defleeted for maximum return and minimal depreciation.

FleetSaver offers much-needed flexibility to fleet rental companies, allowing them to maintain a consistent flow of updated and fresh vehicles without suffering the impacts of high capital repayments and early settlement penalties.

Commercial FlexSaver

Meeting specific business needs

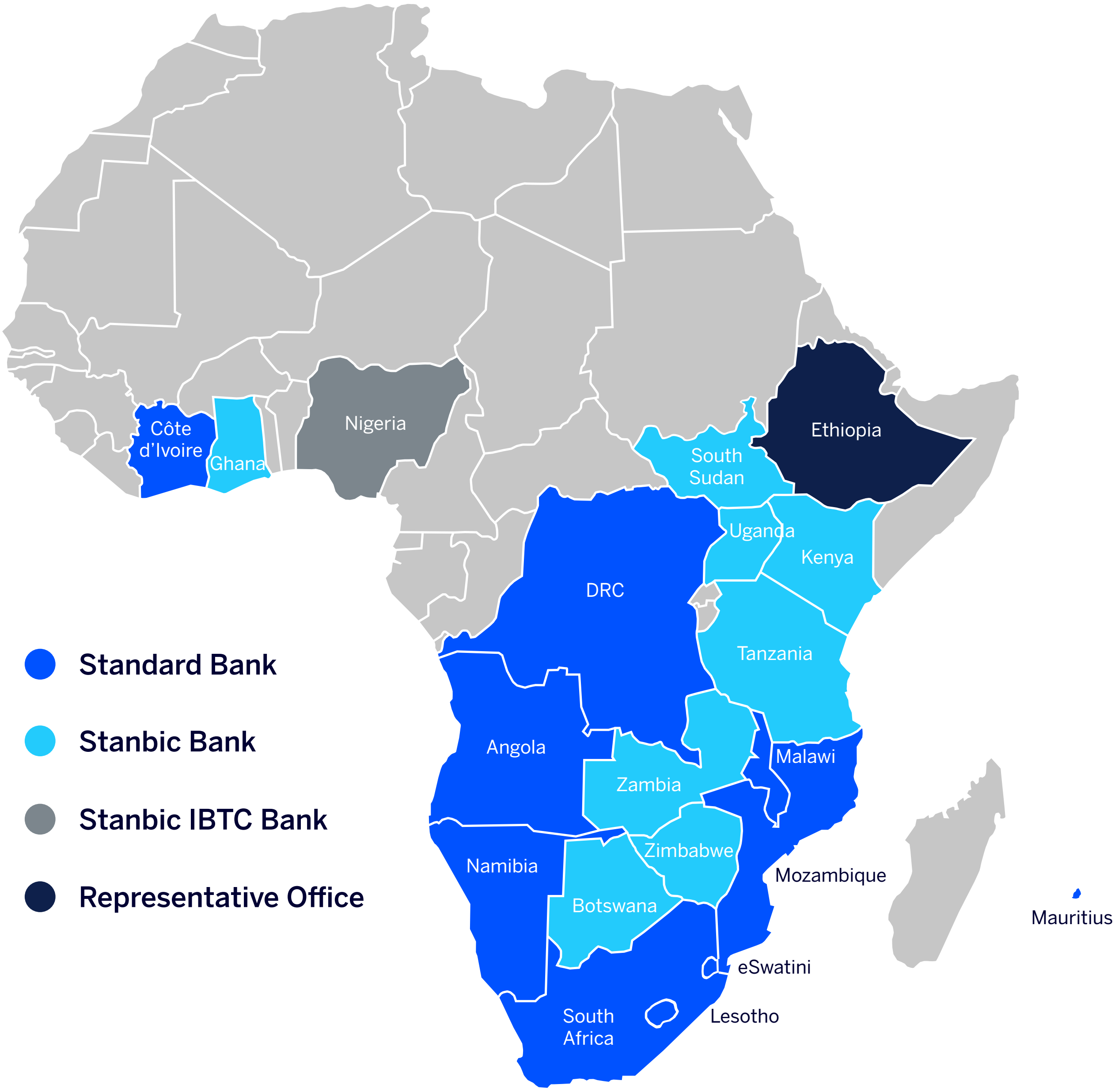
In addition to FleetSaver, Standard Bank Wholesale Finance offers a product called Commercial FlexSaver, which is also a rental solution aimed at the funding of commercial assets such as trucks, yellow metal, forklifts, and materials handling equipment.

It's a robust and flexible tool designed to meet specific business needs, creating a sustainable pathway for companies to upgrade and maintain their essential equipment.

Standard Bank's Wholesale Finance, FleetSaver and Commercial FleetSaver are revolutionising the way dealerships and businesses manage their assets. By offering a strong financing platform, these solutions allow businesses to focus on growth and customer satisfaction.

Africa is our home, we drive her growth.

Africa's largest bank, with a 160-year track record of operational excellence and value.



A snapshot of the solutions we offer across Africa*

Country	Commercial Asset Finance	Visa Fleet Card	Instalment Sale Agreement	Finance Lease Agreement Operating Lease	Interim Finance	Wholesale Finance	Fleet Management Solutions	Shari'ah Fleet Solutions
Angola	√	√	√	√				√
Botswana	√	√	√	√		2024		√
Ghana	√	√	√	√				√
Kenya	√	√	√	√		2024	2024	√
Lesotho	√	√	√	√			√	√
Malawi	√	√	√	√				√
Mozambique	√	√	√	√				√
Namibia	√	√	√	√		2024	√	√
Nigeria	√	√	√	√				√
South Africa	√	√	√	√	√	√	√	√
eSwatini	√	√	√	√	√	√	√	√
Tanzania	√	√	√	√				√
Uganda	√	√	√	√				√
Zambia	√	√	√	√				√
Zimbabwe	√	√	√	√				√

*Subject to change.
Kindly consult with your Relationship Manager or Account Executive to learn more about specific solutions applicable to your country.

Ready to elevate your fleet to new heights or transform your inventory management?
Get in touch today.