

Tailor-made vendor leasing.

Successful partnership with SüdLeasing.



How you can become the financing specialist for your customers.

We talk about vendor leasing when you, as a manufacturer and merchant of mobile goods, work hand in hand with us and offer your own customers tailor-made financing solutions.

Nowadays it is no longer efficient to simply sell a product. Companies that can offer both leasing and financing create important added value for their customers – and thereby also higher revenues for themselves. As a consequence vendor leasing – also known as seller or manufacturer leasing – has proved to be a successful instrument of sales financing and is continuing to gain in significance.

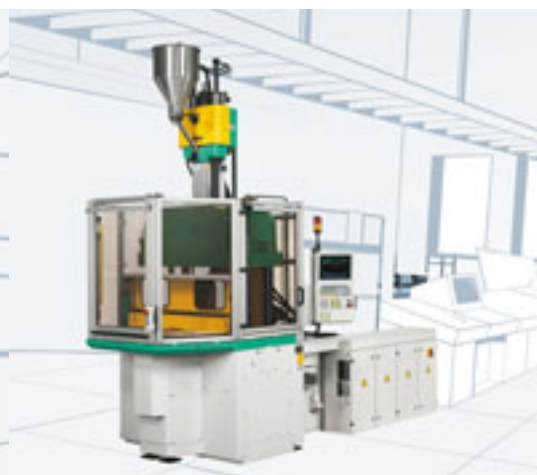
A growing number of businesses are becoming aware that a good product is not enough to be competitive both at

home and abroad. The professional financing of a company's products also makes a significant contribution to the success of the company.

By cooperating with SüdLeasing you are making the decisive switch from manufacturer to service provider and full service provider. You are no longer offering your customer one product, but also assistance in maintenance, financing and insurance. This increases your expertise and credibility – and thus also the customer's willingness to buy. Equally important is the fact that price

negotiations no longer only concern percentages and discounts, but also intelligent combinations of discounts, interest models and individually tailor-made leasing conditions. This means an important advantage in flexibility for both sides – and thus also an increase in opportunities for success.

As a manufacturer and merchant you hereby have no risk, as you will be informed about the full purchase price by us prior to delivery.



What we understand as a win-win situation.

Everyone is a winner with SüdLeasing's vendor leasing. Our 'triangle relationship' of manufacturer, SüdLeasing and lessor produces tangible advantages for all parties concerned.

Naturally your customer also benefits from the cooperation between you and us. Let's take the purchase of a machine as an example: as there is no need for your customer to borrow money for the purchase of his new machine, loans can be taken out for important investments or sudden financial bottlenecks. Furthermore, lease payments can be made through the revenues earned by the use of the new machine.

The path to success: SüdLeasing also profits from the mutual vendor business, as we win a partner with excellent business sector know-how and valuable

product knowledge through the cooperation with you as manufacturer – mostly a corporate leasing company is established. Thereby we get to know the market better, and are in a position to value sales and leasing objects with expertise in order to submit an appropriate financing offer. This again assists us in the acquisition of leasing transactions all over the world.

And this is where the circle closes. If we understand the markets, we are in a much better position than many banks to support our customers – especially during the era of the Basel II Accord.

Our service for your success: the PartnerWeb.

We also offer a very special service to our vendors. We provide you with your own calculation platform: the PartnerWeb. It supports you, as manufacturer and supplier of valuable goods, in your financing alternatives. Via Internet you will obtain tailor-made offers 24/7 and generate all the relevant contract forms.

In order to provide clarity our PartnerWeb can even check your customer's creditworthiness in a few minutes. Financing can be realised immediately up to a volume of Euro 200,000 subject to the condition that the customer is creditworthy.



No matter what markets you serve: you and your clientele profit from a partnership with SüdLeasing.

SüdLeasing. From a good family.

Wherever you wish to do business – SüdLeasing is your partner for tailor-made financing solutions. As an independent leasing company, not tied to particular manufacturers, we are one of the top financing companies in Europe.

We have a clear vision: to offer you and your customers a reliable financial service and be a trustworthy leasing partner for you and them today and every day.

This success was not achieved over night. We have more than 30 years experiences in consulting our customers and business partners in terms of flexible leasing models. As a subsidiary of Landesbank Baden-Württemberg (LBBW) we are additionally active in more than 30 national and international company locations. Together with other companies we offer a large spectrum of financial support, such as factoring, capital investments, capital shareholdings, real estate leasing and construction management, for example.

If you wish to make full use of the advantages of vendor leasing and expert value care, don't hesitate to contact us. Our support will help you on your way to finding a tailor-made financing concept that offers you all the possible leasing advantages.






*Well set up – as a subsidiary of LBBW
SüdLeasing offers you local expertise.*

Leasing advantages that will convince your customers:

- *Your customer pays simultaneously for usage, whereby the investment is financed by the revenues achieved.*
- *Leasing does not tie up capital. Credit lines and other bank securities remain untouched.*
- *Secure calculation basis. Lease payments are fixed and remain constant and transparent.*
- *Without tying up capital your customer can always use the newest technology in order to remain competitive.*
- *The leasing contract is tailor-made to the requirements of your customer.*



 SüdLeasing's philosophy is based on the principles of the modern Bauhaus style.
 Its geometric elements symbolise a
 clearly defined business concept for us. Consequently the shapes circle, triangle and square represent our principles of **innovation, expertise and security.**

Innovative ideas and solutions enable us to offer you the necessary financial scope.

You will experience expertise in our daily cooperation and with experienced personnel consultation.

Our many years of experience, reliability and our business relationship with Landesbank Baden-Württemberg guarantee you the security to function efficiently in a turbulent marketplace.

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