



The fastest support for your sales activities

Date: November 11, 2009
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GRENKE®

The most important facts about GREKELEASING

GREKELEASING...

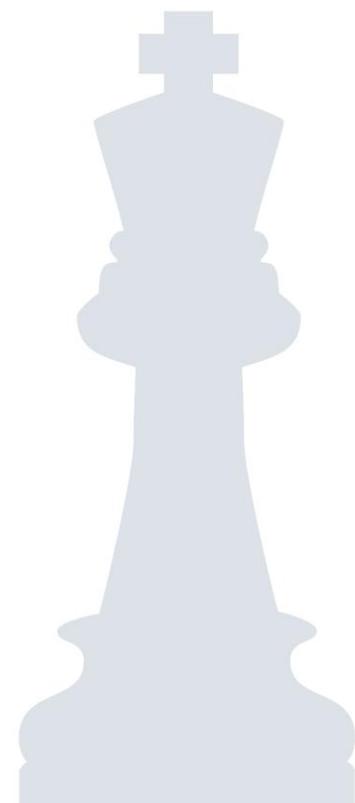
...has 30 years of experience in the renting business in Germany.

...is listed on the stock exchange of Frankfurt since the year 2000.

...has the certification according to DIN EN ISO 9001:2000.

...is the successful and strong partner at your side.

...the Romanian franchise was established in April 2007 and has over 500 signed contracts in value of over 5 mil. Euro



Local customer service and support

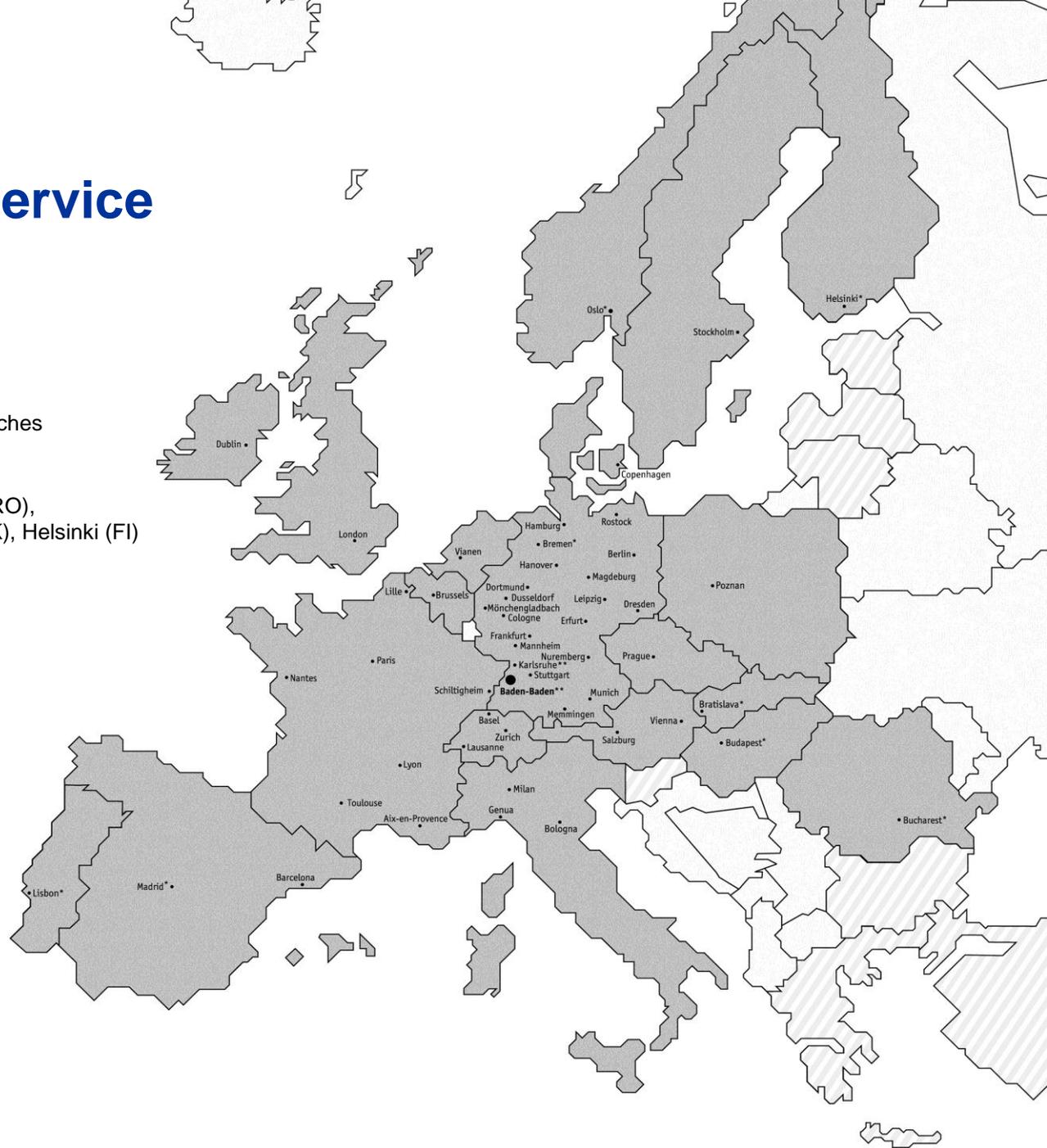
 Expansion areas

 Countries with GRENKELEASING branches

With franchise agreement:

* Oslo (NO), Budapest (HU), Bucharest (RO),
Madrid (ES), Lisbon (PT), Bratislava (SK), Helsinki (FI)

** FACTORING Baden-Baden (DE),
CAR LEASING Karlsruhe (DE)



Why use GRENKELEASING?

The situation:

Customers want to use the products they purchased immediately, but want to pay later.

Cash purchase burdens the customer's own capital and endangers their creditworthiness at their bank.

The quick and simple solution:

If they rent, customers can use the equipment without buying it.

With GRENKELEASING customers profit from favourable renting conditions with quick and effective contract handling.



Your benefits with GRENKELEASING – in a few words

Get a decision about your request within a few hours

If the credit check is positive you can grant the request to your customer without delay.

Your invoice is paid immediately

The order for the payment is given on the same day of the arrival of the complete documentation at our place.

Conclude subsequent business with comfort

We inform you in due time when the basic lease term of the contract you introduced is ending, and you could prepare the subsequent business.

Your chance to increase your turnover

With the low instalments you will convince your customers to invest more easily, more often, and in higher amounts in future.



Convince your customer – with good arguments

- :: Small financial debit and planning security due to constant monthly renting instalments
- :: Pay-as-you-earn – the renting instalments accrue parallel to the use of the rented object
- :: State-of-the-art technology due to the exchange option
- :: Preservation of the liquidity, because the acquisition costs for the new equipment will be allocated over the entire term
- :: *Perfect to use together with SPLA licensing (the lessee has to rent the equipments in SPLA licensing)*

With our web tools you get the full support

The renting software for dealers

You can calculate offers with lightning speed and a mouse click in our GRENKE online portal. You can send renting requests directly online to us.

www.grenke.ro

At any time important information and up-to-date news concerning leasing in the internet.



Example cost calculation

	Inchiriere laptop	Inchiriere server
Valoare produse (fara TVA)	€ 2.000,00	€ 4.000,00
Tip Produs	Bun Mobil	Bun Fix
Perioada	24	36
Comision de Administrare - 1%, min 75 euro	€ 75,00	€ 75,00
Asigurarea Anuala - 1.75% bunuri IT fixe, 3% bunuri mobile	€ 60,00	€ 70,00
Chiria Lunara	€ 94,38	€ 132,40
Chiria Trimestriala	€ 283,14	€ 397,20
Cost Total (inclusiv Asigurare si Comision Administrare)	€ 2.460,12	€ 4.981,40

The route to renting is simple

- :: Your customer wants to rent a certain product (*or wants to use Microsoft software in SPLA licensing=> the equipments have to be rented*).
- :: You provide the customer with a competitive renting offer from GRENKELEASING.
- :: You get a response to your request within a few hours. If the credit check is positive, you can immediately grant the request of the customer.
- :: The customer confirms the delivery of the equipment, and you send the signed contract documents to GRENKELEASING.
- :: On the very day on which the completed documents arrive at our office the payment for you is arranged immediately.
- :: We offer you the payment of your invoice via bank transfer.

Thank you for your time!

We look forward to the business relationship with you. You can reach us from Monday to Friday between 8.00 am and 6.00 pm.

The closest branch of GRENKELEASING near you:

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