



**ONE OF THE
OLDEST & MOST
ESTABLISHED
RENTAL FINANCE
SERVICE PROVIDERS.**

At The Rental Company, we provide specialist asset funding to help you and your customers achieve your business goals in the most economical and hassle-free manner.

In partnership with



ABOUT US WHO WE ARE

Over the last 22 years the Rental Company has been providing specialized asset finance services to approved dealers and their valued commercial clients. TRC enables dealers an opportunity to offer their clients an additional method of payment by paying a monthly rental for equipment. Through TRC, clients will have immediate access to 9 funding facilities which includes several innovative methods of gaining and enhancing clients chances of credit approvals.

THE ROAD TO ASSET FINANCE WITH THE RENTAL COMPANY

1.

Assist your clients in growing their business

Finance lets your clients get what they want when they need it.

2.

Maintain Cash

Clients can preserve their cash flow.

5.

Control Costs

Clients can predict monthly costs that are easily allocated to projects.

4.

Accelerate ROI

Rather than paying one lump sum, clients can make smaller payments while the equipment generates revenue.

3.

Clients can reduce their risk

If it appreciates in value
- Buy it.
If it depreciates in value
- Rent it.

6.

On Offer

Clients will have access to a broad spectrum of funders & investors ensuring higher approval rates.

7.

Best Rates

The Rental Company will secure the best rates for your client.

8.

Ease and Convenience

TRC will handle the entire credit process on behalf of the reseller and the client generates revenue.

9.

Fastest Approvals & Pay-outs

TRC'S fast and efficient process ensures maximum benefits immediately.

OUR BENEFITS EXPLAINED

The Rental Company aims to form a partnerships with dealers in an effort to offer their valued clients affordable leasing options.

Both dealers and clients benefit from the leasing option.

DEALER BENEFITS:

- Easier sales as no large cash payment outlay is required from customers.
- One stop shop as dealers are able to offer a leasing solution on their proposals
- TRC holds protection of the dealers customer base.
- Leasing allows for easy upgrades and replacement of equipment.
- It's usually easier for clients to obtain an OPEX vs. CAPEX approval



GROWING YOUR BUSINESS IN 3 EASY STEPS

STEP 1 Register your account with The Rental Company. You will receive your online calculator and printed credit application.

STEP 2 Add a finance option to all of your quotes.

STEP 3 Send the completed credit application to elvey@rental.co.za

Example quote:

Qty	Description	Unit Price	Line Total
1	XTB 6578 WEIGH MASTER 2000	34,896.29	34896.29
1	QY HEAT PUMP	27,860.00	27,860.00
1	DHRT9 EXCAVATOR	22,679.00	22,679.00
1	100KG INDUSTRIAL WASHING MACHINE	14,564.71	14,546.71
Subtotal			R100,000.00
Sales Tax			R14,000.00
Total			R114,000.00
RENTAL OPTION @ 60 MONTHS			R2,574.00 P/M
<small>T'S&C'S APPLY - Subject to credit approval Must be a registered entity within S.A trading a minimum of 2 years.</small>			

Quoting the finance option on every proposal serves the following purpose:

- Makes clients aware that you offer a finance option
- Creates affordability for customers who don't have the cash and don't want to (or can't) use their banking lines
- A monthly Opex expense is far more affordable than a Capex expense
- It brings deals forward – customers don't have to wait for Capex budget approval or to raise the cash
- Does not only target the cash strapped customer as cash flush customers usually want to preserve their cash flow
- Increases customer spend – a small increase in the monthly payment allows a significant increase in the invoice value
- Puts you ahead of competitors who are unlikely to offer a finance option
- Changes the way the client thinks about the transaction – (2.5k per month vs R100K outlay)
- Usually makes a quick difference to sales levels by converting a much higher percentage of quotes into sales

the



CLIENT BENEFITS:

- Cash flow benefit and preservation. Smoothed cash flow helps with affordability.
- No lump sum payment means that customers are able to use their cash in their core business or invest in appreciating assets
- Off balance sheet.
- Lease payments are listed as operating expenses (OPEX) and therefore, no liabilities are reflected on their balance sheet.
- TRC removes the hassle factor for the client as TRC will do all the necessary running around to facilitate credit approvals.
- No impact on customers' existing credit facilities as TRC is able to source funding from alternative funders.
- VAT is payable and claimed monthly.
- All lease payments are tax deductible.
- Lease periods can be aligned to warranty periods.
- Upgrades driven by technology is easy, ensuring obsolescence risk is minimized.

TRC requires the following documentation:

- Completed and signed credit application
- Dealers quotation
- Latest 3 months bank stamped statements
- Latest management accounts
- Latest set of audited financial statements

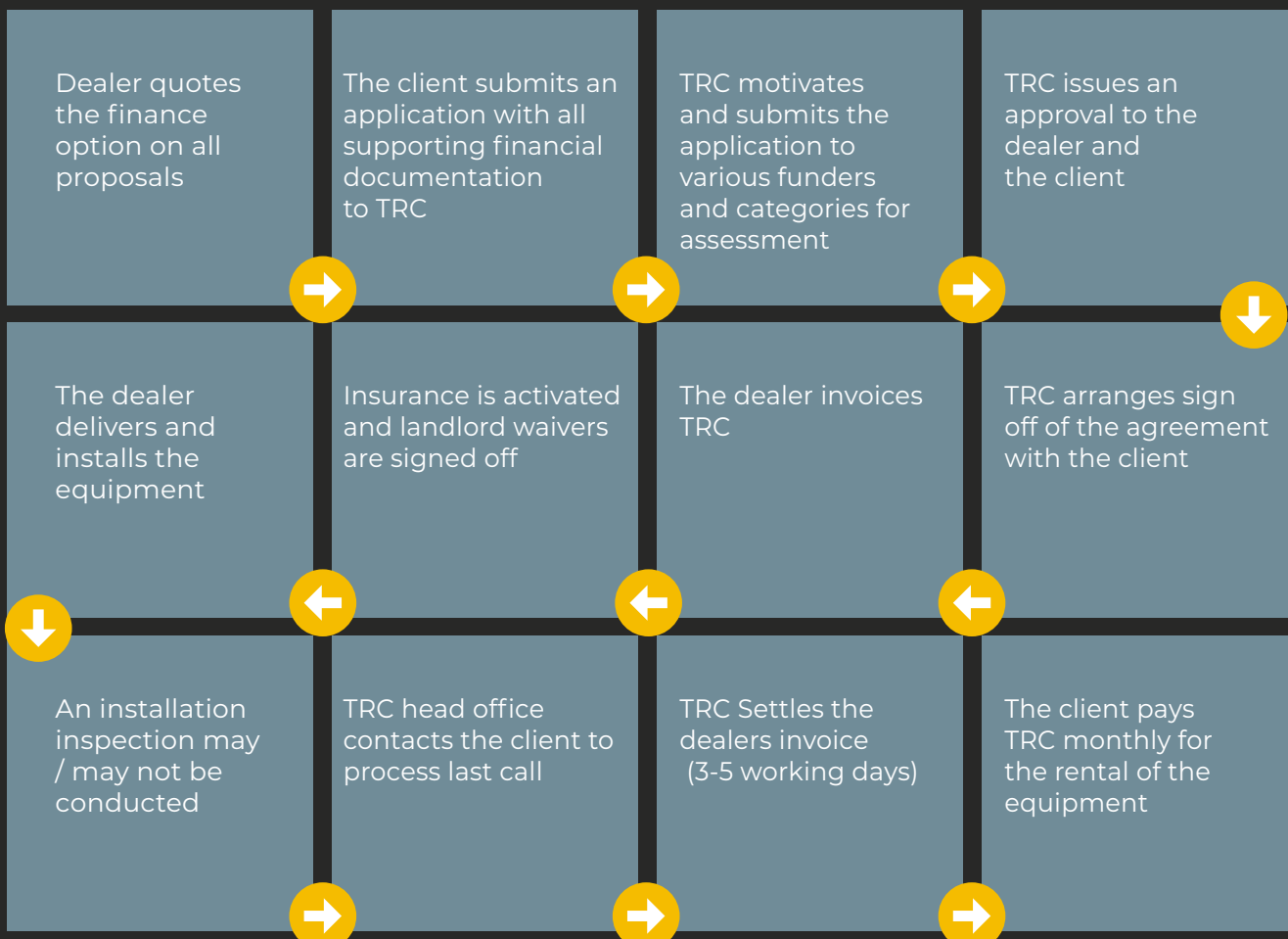


OUR PROCESS EXPLAINED

Please Note: *Additional supporting documentation may be requested by our funders.

CRITERIA FOR QUALIFYING CLIENTS
**A REGISTERED ENTITY WITHIN SA
 THAT HAS BEEN TRADING FOR A
 MINIMUM OF 2 YEARS.
 SUBJECT TO CREDIT APPROVAL**

OUR PROCESS BROKEN DOWN INTO STEPS



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