

EvoFin 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.
- ✓ EvoFin holds protection of the dealers customer base.
- ✓ EvoFin will advise the dealer if competitors are attempting to settle the lease as well as manage settlement amounts to benefit the reseller.
- ✓ Leasing allows for easy upgrades and replacement of equipment.
- ✓ Leases can be aligned to warranty periods, further encouraging churning of equipment.
- ✓ Once all required documentation has been received, the reseller will be paid in 3-5 working days hence reducing debtor's days.
- ✓ It's usually easier for clients to obtain an OPEX vs CAPEX approval.

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.
- ✓ EvoFin removes the hassle factor for the client as EvoFin will do all the necessary running around to facilitate credit approvals.
- ✓ No impact on customers' existing credit facilities as EvoFin 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.