



Easier Leasing with Siemens

Leasing solutions you can count on

Siemens Financial Services

SIEMENS

Discover Siemens Finance and Leasing in China. So much more than a finance company.



Financial services from Siemens

As one of the world's largest and longest established companies, Siemens understand the needs of business in a way few others can.

Every imaginable type of organisation around the globe trusts Siemens to deliver on time, all the time. And when it comes to our financial services there is no exception. We combine a wide range of innovative financial products and solutions with an in-depth market knowledge to deliver an approach which adds real value.

Best value services

Our style is a bit unconventional. We're about people and service; our customers will always come first. We employ friendly people with dynamic 'can do' attitudes who are organised into multidiscipline teams, structured around the needs of our customers. With different nationalities and various language skills within our team, we can truly claim to be an international leasing company operating in China.

As a result we are fast and efficient; our processes are streamlined, our rates competitive and we most definitely work harder.

As you would expect we take customer service extremely seriously. We have an ongoing process of service enhancements and reviews in order to continually improve our highly customer-focused organisation.

What makes us different?

Siemens Finance and Leasing is part of Siemens Financial Services based in Munich, Germany.

The Siemens Financial Services Group is so much more than a leasing company. Treasury services, receivables, leasing and asset finance, project export finance and consulting - are just some of the many services we offer. With 17 leasing companies around the globe, Siemens Financial Services has one of the largest network of leasing and finance companies worldwide.

We specialise in tailored finance solutions to meet the specific requirements of our customers - with a particular focus on the healthcare, construction, IT and the industrial sectors.

When we serve markets we do so because we want to be there for the long term. Only when you get to know a market from inside out can you begin to offer the most appropriate finance to solve its complex business challenges. The fact that thousands of our customers deal with us worldwide is a testament to this ethos and our service orientated culture.

Like all businesses, small or large, your aim is to grow your sales and do so profitably; our goal is to do more than anyone else to help you achieve that.



Today, more and more organisations are taking advantage of the many benefits of leasing

What is leasing?

Leasing is a contract between the finance provider (lessor) and a customer (lessee), giving the customer the use of the equipment in return for payment of rentals over an agreed period.

What can be leased?

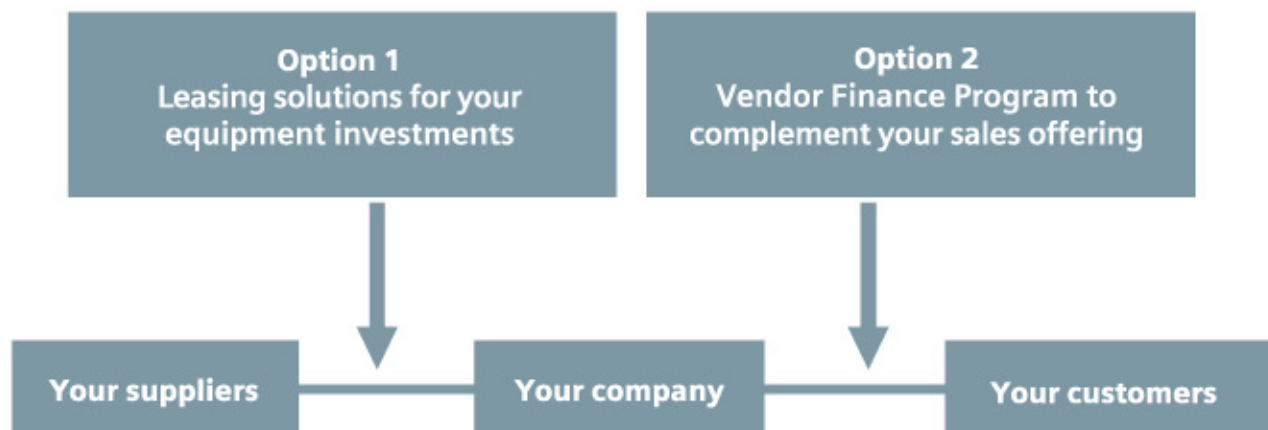
The range of equipment that can be leased is vast. From telephone systems, IT, office and medical equipment through to industrial machinery - all this, and much more, can be leased.

Who uses leasing?

Due to its convincing benefits leasing is becoming increasingly popular for both vendor and customer.

Leasing can be used by vendors

1. To finance their own equipment investments
2. To complement the vendor's own products with an integrated finance solution





Finance your equipment investments

The benefits of leasing for your business:

Saves working capital

If you buy equipment outright your capital becomes tied up in a depreciating asset, preventing you from investing in other projects, whereas financing the equipment allows you to save resources for new business opportunities or unexpected needs.

Easier budgeting

Payments structured to meet your requirements throughout the agreement enable you to accurately plan your equipment, helping you to simplify budgeting.

Greater flexibility

Our leasing agreements are tailored to meet your specific cash flow plans, ensuring payments match your budget.

Maintain credit lines

Your existing credit lines with your bank do not have to be used. You therefore retain the flexibility to use your bank facilities for other business needs.

Upgrade opportunities

Leasing allows you to keep up-to-date with advancing technology and to respond to changing needs. You can add to or upgrade the original installation to accommodate changes in your requirement.

Leasing as a vendor finance program

The benefits for you as a vendor:

The complete solution

Working with Siemens Finance and Leasing gives you the ability to combine a comprehensive equipment solution for your customers with an appropriate tailored finance solution.

Helps close more sales

Leasing does not require initial capital outlays from your customer, making it easier for them to invest in your equipment. Therefore it maximises the opportunity for your sales force to 'sell up'.

Developed for the long-term

Finance with Siemens Finance and Leasing helps you to develop a lasting relationship with your customer. Our specialised systems will help you better manage your installed equipment base, delivering information to manage add-ons, upgrades and the tools to facilitate negotiations with a customer before an existing agreement has ended.



To discover how we can help to increase your competitive advantage and help make finance easier for you and your customers, simply contact us.

"By using the finance and equipment solutions offered by Siemens we have experienced impressive revenue growth. SFLL is our recommendation for a reliable and trustworthy partner."

Zhang Hong Tu, Hospital Director

"We are very pleased with the tailor made financing solutions from Siemens Finance and Leasing Ltd. It is a crucial tool for our expansion strategy. We really appreciate Siemens quality of work and responsiveness."

Stuart Eunson, Managing Director of Arabica Roasters China

"I see this is a true cooperation between companies because Siemens provided the financing plus equipment we were looking for. It really saved us time and resources so we could focus on business development."

Zhou Guixiang, Deputy General Manager

"Siemens Finance and Leasing has a full understanding of the business, budgeting and equipment needs of our customers. The SFLL leasing solutions enable us to offer an integrated finance arrangement appropriate to our customers' specific needs. We look forward to working closely in China with our partner SFLL to mutual benefit."

Michael Schmid-Lindenmayer, CFO Putzmeister China

Try us. You will be surprised at what we can achieve.

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Siemens Financial Services is an international provider of financial solutions in the business-to-business area. With about 1,800 employees we support Siemens as well as non-affiliated companies, focusing on the three sectors of energy, industry and healthcare. We finance infrastructure, equipment and working capital and act as a competent manager of financial risks within Siemens. By leveraging our financing expertise and our industrial know-how we create value for our customers and help them strengthen their competitiveness.

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