



If you **need to convert your fixed assets into working capital**, financial leasing in the form of ***Sale and Lease Back*** is the best option for you.

Sale and Lease Back

(Sale and Lease Back)

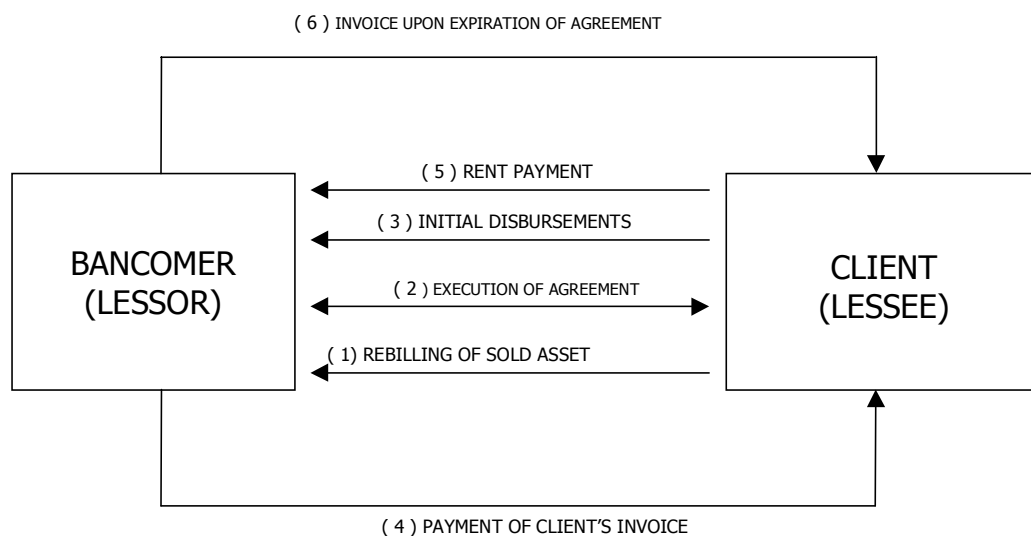
What is it?

Sale and Lease Back is a financial tool to convert productive fixed assets into working capital. The bank (lessor) acquires an asset owned by your company (lessee) and, at the same time, returns it to you through a financial leasing, thus obtaining the right to use and enjoy such property and creating the obligation of paying a periodic rent during the signed-up term. Upon expiration of the term, provided all obligations under the agreement have been complied with, you may exercise any of the following options:

- a) Purchase the asset at a symbolic price.
- b) Extend the term of the agreement.
- c) Participate in the income derived from the sale to third parties.

How does it work?

General Scheme





Why should you sign up?

- **Immediate liquidity;** no need to get rid of your fixed assets
- **Fixed or variable rate**
- Depending on the type of assets, the **term** could run **from 12 to 120 months**
- **Equipment** may be **new or used** (if over 6 months, an appraisal is required)
- **Flexible** terms, rents and termination options
- You will have **legal, tax and financial advise** should you have any question upon execution of the leasing agreement
- **Leasing** may be of **up to 100%** of the equipment cost
- **Rent payment facilities,** with automatic charge to your checking account
- **Financing in pesos and US dollars** (the latter provided your company produces US dollars)

Requirements

Legal information:

- Borrower's articles of incorporation bearing the registration seal with the Public Commercial Registry (*R.P.C.*)
- Company's powers of attorney bearing the registration seal with the *R.P.C.*
- Certificates of amendments to the company's bylaws
- Registration card with the Treasury Department
- Copy of official IDs of attorneys-in-fact

Financial information:

- Audited financial statements of the last three fiscal years
- Internal financial statements not exceeding three previous months
- Financial projections (only in cases where the term exceeds 36 months)

Required forms:

- Five banking references including name, address, and phone numbers of the banking institution, checking and/or credit accounts numbers, and name of the person in charge of the business relation
- Estimates, budgets or pro-forma invoices of the property to be acquired or already acquired
- Loan application letter
- Consent to inquire from the credit bureau
- List of properties owned
- Copies of original invoices along with import declarations in case of imported property