

Franfinance S.A.

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Offices: Bordeaux, Lille,
 Lyon, Marseille, Nancy, Nantes,
 Paris-Nord, Paris-Sud, Toulouse

Service range

Under the brand name „SG Equipment Finance“, Franfinance, specialized financial services subsidiary of the Société Générale Group, is offering to manufacturers and distributors of professional equipment and to equipment users a comprehensive range of sales-finance and asset finance solutions, from lease to rental agreement or loan facilities, throughout France. This allows you to draw upon the expertise, service and security offered by a large global bank and one of the leading European asset based and vendor financiers.

Our teams in France comprise professionals with a wealth of experience of close vendor partnerships. Using their in-depth market knowledge, they help manufacturers and distributors gain a competitive edge.

Selected markets and assets

- IT, office equipment, medical equipment
- Industrial equipment, Civil engineering, earthmoving and construction equipment
- Transport (commercial vehicles, trucks, trailers, buses), handling (forklift trucks)

Vendor partnership structures

- Vendor programmes (vendor-branded programmes, undisclosed vendor programmes, joint ventures)
- Sales financing (loose cooperation agreements, co-branding)

Financial products

- Leasing (credit-bail contract, long term rental financing, sale and lease back, back to back leases)
- Lending
- Renting (operational leasing, full service rental contacts)
- Sale of receivables (cession de créances)

Additional vendor services

- Marketing services
- Accounting, collection and reporting
- Provision of dedicated staff
- E-services for fast, low-cost processing via the internet

Specifications

- Terms: 24 to 72 months
- Minimum amount: € 5.000
- Currency: euros

Leasing in France

Leasing (= credit-bail contract and/or long term rental financing): only professional equipment or real estate that have been deliberately purchased by the lessor according to the lessee’s specifications can be leased; the lessee has a purchase option at the end of the lease; the price of the purchase option is fixed in advance and takes account of the repayment of principal made in the form of rental payments; the leased asset is recorded on the lessor’s balance sheet (the lessor has full legal ownership of the leased asset as well as the right of repossession in the event of the lessee’s default). Long-term rental financing agreements have the same features as credit-bail contracts without a purchase option; at the end of the lease, the lessor may get the equipment back in order to remarket or re-sell it. Leasing is considered to be a type of credit. Leasing companies are therefore financial institutions that need a special licence and are regulated by the Bank of France. The credit-bail contract must be registered with the civil court in order to inform third parties about the true ownership situation of the leased asset.

Renting (= operational leasing) offered by non-financial institutions. It differs from the long term rental financing because the contract term is shorter than the asset’s useful life, thus creating a higher residual risk for the lessor (this risk may be covered through buy-back guarantees from the manufacturer) and often the lease is tied to the maintenance of the asset. Renting is not considered to be a form of finance and therefore is not regulated by the Bank of France.

We support. You succeed.