



FOR IMMEDIATE RELEASE

## OCBC OFFERS REVOLUTIONARY FINANCING ONLY FOR NAZA CUSTOMERS

Customers can now opt for 7-year plans at an interest rate of as low as 0.66% per month, in addition to regular motor vehicle financing.

**Kuala Lumpur, 9 July 2008** – The Naza Group of Companies has entered into an innovative, "first-of-its-kind" agreement with OCBC Bank (Malaysia) Berhad to provide a unique financing package for the former's customers who wish to obtain financing beyond hire purchase.

OCBC Bank's "*Naza - OCBC Extra Financing Plan*" specially for Naza offers incremental financing beyond hire purchase for such varied uses as bridging a hire purchase facility, financing additional performance parts for Super Bikes or personalizing Harley-Davidson motorcycles with accessories.

Through this arrangement, Naza's customers can now opt for 1- to 7-year plans at an interest rate of as low as 0.66% per month.

**Dato' Hj SM Zulkifli SM Amin**, Executive Vice President, NAZA Group of Companies said, "We are committed to offer the very best to our customers. Our mission is to provide convenient and innovative new facilities with greater value to those who appreciate the better things in life.

"This innovative new financing plan makes it easier for our customers to, not only own a new classic vehicle, but also to gear-up, accessorize and personalize their vehicles without major financial strain. This "only for Naza" package allows greater financial flexibility by allowing our customers to invest in their hobbies and interests whilst spreading out the expense through this easy financing scheme, at preferential interest rates. "We are pleased with OCBC's innovative financing plan that is created only for our customers. This privilege will be made available at all our outlets and we can now confidently say that Naza's customers, without doubt, enjoy the best deals in town," added SM Zulkifli.

According to OCBC Bank's Head of Consumer Financial Services, **Mr Charles Sik**, the facility aims to provide greater value and convenience for Naza's customers when seeking to attain their preferred lifestyle ideals.

"Normally, a person wishing to seek financing for add-ons after purchasing a vehicle would tend to do so via a credit card, overdraft or personal loan. Now, they have an option that is even better.

"I am pleased also to say that this financing arrangement comes with OCBC's PowerCredit ATM Card and cheque book, which allows for re-withdrawal of monthly repayments, without any processing fees or charges.

"The launch of the facility marks a significant milestone for OCBC Bank, as we now become the first bank in the country to offer such a facility. It is even more gratifying to be able to roll out this innovation in partnership with a name as respected as Naza.

"With the plan, customers would also be able to enjoy the convenience of a ready line of credit for their new vehicle purchases.

"The tie-up is a significant boost to the ideals of OCBC Bank's Lifestyle division which provides credit facilities for customers to live out life as they really wish to. We expect that through this partnership with Naza Group, OCBC Bank would be able to feature in the purchases of at least 30% of Naza's new customers," he said.

The *Naza - OCBC Extra Financing Plan* is available to customers of all Naza luxury brand companies: Naza Prestige Bikes, Naza Bikers Dream, Next Bike and NZ Wheels which offer vehicle brands such as Harley-Davidson, Ducati, Mercedes Benz and Brabus.

To apply for the *Naza - OCBC Extra Financing Plan*, customers need only to fill out and submit a simple application form and include a photocopy of their identity card

and credit card or latest payslip when making their purchases at Naza outlets. The loan will then be reviewed and, if approved, disbursed directly to the Naza outlet.

###

## About NAZA Group of Companies

The Naza Group of Companies began operations in 1975 with the trading of used and reconditioned vehicles. Today, the Group, through its subsidiaries, represents various marques i.e. NAZA, Brabus, Porsche, Mazda, Mercedes Benz, KIA, Peugeot, and Ducati apart from having non-automotive businesses in the hospitality industry locally and abroad, prestige limousine services, property development, public transportation and a host of other activities.

In 2003, the Group introduced the nation's first locally produced national MPV, the "Naza Ria", and its very own range of "Naza Bikes". The Naza Group has its own bike manufacturing plant in Shah Alam and vehicle manufacturing plant in Gurun, Kedah. The continuous growth of Naza Group had led the Group to establish NAZA AUTO MALL at Petaling Jaya, Selangor, which could display up to 2,000 cars and bikes at any given time. This one stop centre for cars and bikes showroom has even won a mention in the Malaysia Book of Records for being the Largest Motor Showroom in Malaysia. For further information, visit www.naza.com.my

For media queries, please contact:

Aziz Laikar / Desiree Kaur Reputation Mercatus Malaysia Telephone: +603 620.35.800 Fax: + 603 620.32.900 Mobile: (+6012) 366 9745 / (+6012) 924 9958

## About OCBC Bank

Singapore's longest established local bank, OCBC Bank currently has assets of S\$180 billion and a network of more than 460 branches and representative offices in 15 countries and territories including Singapore, Malaysia, Indonesia, China, Hong Kong SAR, Brunei, Japan, Australia, UK and USA. This network includes more than 350 branches and offices in Indonesia operated by OCBC Bank's subsidiary, PT Bank NISP. OCBC Bank and its banking subsidiaries offer a wide range of specialist financial services, from consumer, corporate, investment, private and transaction banking to treasury and stock-broking services to meet the needs of its customers across communities.

OCBC Bank's insurance subsidiary, Great Eastern Holdings, is the largest insurance group in Singapore and Malaysia, in terms of assets and market share, and its asset management subsidiary, Lion Global Investors is one of the largest asset management companies in Southeast Asia. Additional information may be found at <u>www.ocbc.com</u>.

For media queries, please contact:

Eleanor Danker Manager, Corporate Communications OCBC Bank (M) Berhad Tel: 03 - 2783 3642 Fax: 03 - 2693 5694 Email: EleanorD@ocbc.com Julius Evanson Head, Corporate Communications OCBC Bank (M) Berhad Tel: 03 - 2783 3655 Fax: 03 - 2693 5694 Email: juliusevanson@ocbc.com