



**Volvo Car Malaysia
Corporate Advantage
Program**

2019

with

**Johor Hardware, Machinery &
Building Material Merchants
Association (JHMBA)**



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Introduction

1.0 Overview

The Volvo Corporate Program has been designed as an advantage and benefits to corporate sectors and eligible customers.

Corporate Advantage Objectives

2.0 Corporate Advantage Vision

To support the VCM dealer network, Volvo Cars Malaysia have provided a competitive Corporate pricing and servicing framework to maximise sales opportunity to the Corporate Sectors.

2.1 Volvo Corporate Advantage - Inclusions

i) Pricing for all models except S90:

Units Purchased	From first unit
Fleet Discount	6%

ii) Pricing for S90 (valid till 31 Dec 2019):

Units Purchased	From first unit S90
Fleet Discount	10%



2.2 Exclusive Corporate discounts by models (under SST effective 1 September 2018):

Model	RRP	Tier		Tier	RRP after Fleet Discount
		6%		10%	
	RM	RM		RM	RM
XC90 T8 Inscription	399,888	23,993			375,895
XC90 T8+	409,888	24,593			485,295
XC90 T5 Momentum	373,888	22,433			351,455
S90 T5 Momentum	338,888			33,889	299,999
S90 T8 Inscription	366,888			36,689	330,199
S90 T8+	386,888			38,689	348,199
XC60 T5 Momentum	298,888	17,933			280,955
XC60 T8 Inscription	333,888	20,033			313,855
XC60 T8+	343,888	20,633			323,255
XC40 T5 R-design	255,888	Not eligible to fleet discount			255,888

**** RRP price above is based on personal registration (excludes insurance and ownership endorsement fee).**



2.3 Other Benefits

Pricing Relativity	From time to time retail campaign discounts might exceed the corporate discount available to the fleet owners. Under such situation, the best offer will apply to the fleet owner.
Warranty	5 years/120,000km whichever comes first warranty inclusive.
Credit Facilities	Credit facilities provided for company registered car only. Customer need to submit related documents and guarantee letter up upon application of corporate discount. Subject to approval.
Service Priority	We will have dedicated service advisor in each dealership to handle corporate customer service related matters.
Service Package	Corporate customer (company or personal registered) will be given a preferential rate to purchase 3-5 years vehicle maintenance package
Parts Discount	Corporate customer (company or personal registered) will entitle a flat rate of 10% on all parts and accessories discount purchase from any authorised dealership
Trade in program	We provide guaranteed trade-in value for your vehicle if you buy another Volvo.
Pick up delivery	Pick up delivery service is available in case you are not available to send your car for service/ repair. Customer need to pre- arrange (at least 5 days in advance) this service with respective dealer. Pick up delivery service is available in selected Dealers only. Subject to charges depends on the distance.
Special Invitation	We will have special invitation to customer for new car preview/ launch event. This is a separate session which only dedicated to corporate customer only. This apply to local and international car preview/ launch event.



Corporate Advantage Customer's Eligibility

3.0 Johor Hardware, Machinery & Building Material Merchants Association (JHMBA)

Description	Company, Employee, Member of JHMBA
Required documents	Employee ID, Letter from HR or any form of documents which shows prove of employment for Company/Employee of JHMBA. Valid certificate from JHMBA to prove of membership (minimum 6 months membership to be eligible for fleet discount).
Order process	Proceed to order at any authorised dealer and provide the required documents to check for eligibility
Warranty terms	5 years/120,000km whichever comes first warranty inclusive
Servicing terms	Service interval is 20,000km or 1 year whichever comes first
Vehicle Registration	Vehicles can be registered under company registration or personal registration. As for Member car, only member whose name is listed in Form 49 are eligible to register the car under company registration.
Subsidiaries	Yes
Spouse eligibility	Yes
Validity Terms	Two years from the date of duly signed Corporate Advantage Program Application (Form A)



Corporate Advantage Program Application (Form A)

Company Name: JOHOR HARDWARE, MACHINERY & BUILDING MATERIAL MERCHANTS ASSOCIATION
 Address: 29-1, 29-B, JALAN PERANG, TAMAN PELANGI
 80400 JOHOR BAHRU, JOHOR. MALAYSIA
 Malaysia Business Number:
 Authorized Officer:
 Telephone No: 07-3336201
 Email: info@jhmba.com.my
 Website: www.jhmba.com.my

Authorized Signatory on behalf of the Company

I, the undersigned, being the authorized officer of the company, Request inclusion in the Volvo Corporate Advantage Program

Name and Title LOW POH OH President

Signature



Date: 25/2/19

Authorized Signatory of the Dealership

I, the undersigned, being the Corporate Manager of the dealership accept the above information.

Dealer: FEDERAL AUTO CARS SDN. BHD.

Name: OWEN KOAY KENG WEI

Title: SALES MANAGER

Signature:

Date: 22/02/2019

Telephone No: 07-2377300

Mobile: 016-8266166

please e-mail the completed form to Volvo Car Malaysia, attention WENDY TAN (wendy.tan@volvocars.com)

Acceptance as Corporate Customer by VOLVO – the Corporate Registration No. is VCM 100869

Signature

Date: 22/2/19

on behalf of Volvo Car Malaysia