



Dear Stakeholders,

## **Buy-to-Let: Enhanced Value Add Services...**

It is with great excitement that we announce the expansion of additional value added services to our Buy-To-Let proposition.

Added to our current proposition is the Trafalgar Tenant Management Services offering which assists clients with property management services requirements, as well as the newly introduced tenant management value add services provided by TPN.

In addition to that above, we will also be offering our property investor clients access to bespoke free financial planning through the WIMI Virtual Advice Team. These additional services will form part of the Buy-to-Let proposition which will enhance Absa's position as the 'go-to-bank' for the South African residential property investor.

Below for your ease of reference is a high level overview of the Buy-to-Let proposition:

### **1. Trafalgar Property Management Services:**

Absa has formed a strategic alliance with Trafalgar Property Services in order to support our property investor clients with the management of their investment properties. Property investors are often faced with complications and or stressful situations when trying to lease and manage their rental properties. To help lighten this load and give our clients peace of mind, we have developed the Property Management Services solution with Trafalgar Property Services. This value-add offers Absa Home Loan property investor clients attractive discounts and access to preferential service and support via a dedicated Absa Portfolio team within Trafalgar.

### **2. TPN Tenant Management Services:**

As the largest credit bureau in Africa specialising in vetting tenants for rental properties, Absa Home Loan property investor clients will be offered access to a bouquet of pertinent solutions aimed at satisfying the needs of Absa Home Loan property investor clients at discounted rates. These are as follows:

- RentBook:
  - This is a web-based property management software for residential property investors wanting to manage their residential properties, including tenant reminders, rental receipt management and property management costs. (Free offer).
- LeasePack:
  - A comprehensive set of documentation, including up to date Leases, which have been drafted specifically for use for residential property investors. (Special offer to Absa clients set at R262.50 per report as opposed to R350.00 per report for non-Absa clients).
- RentReport:
  - Comprehensive reports will inform Investors of everything they need to know about a suburb's rental market dynamics to inform a property investment decision. It includes demographic information, a rental price index and rental good standing indicators linked to a specific area. (Special offer to Absa clients set at R18.75 per report as opposed to R25.00 per report for non-Absa clients).
- RentBay:
  - This service allows property owners to list their rental properties onto a simple to use website (Free offer).

### 3. **WIMI Free Financial Advice:**

Absa Home Loan property investor clients will be offered access to free financial planning through the WIMI Virtual Advice Team.

Financial Planning is essential when striving towards achieving financial goals and the WIMI Virtual Advice Team will support our clients in reaching that goal, these services include:

- Savings and Investments
- Insurance and Risk protection
- Retirement planning
- Wills and Trusts

# Home Loans: Buy-to-Let

## TPN Tenant Management Services



### RentBook

- ✓ Tenant invoicing
- ✓ Rental payments tracking and receipt management
- ✓ Free offer



### LeasePack

- ✓ Comprehensive set of documentation including up to date leases
- ✓ 25% saving



### RentReport

- ✓ Suburb report including rental market dynamics to inform a property investment decision
- ✓ 25% saving



### RentBay

- ✓ List rental properties on a simple to use website
- ✓ Free offer



## Trafalgar Property Management Services



### Procurement services

- ✓ A once-off letting service
- ✓ 50% saving



### Procurement and management services

- ✓ Full management letting service
- ✓ Discounted fees

## WIMI Free Financial Advice



### Savings and Investments



### Insurance and Risk protection



### Retirement planning



### Wills and Trusts

\*Terms & conditions apply.

## How to obtain these benefits:

Absa Home Loan property investor clients have exclusive access to the negotiated benefits offered by Trafalgar, TPN and WIMI, including those with a Universal Loan Account. If an investor wants to take advantage of these offerings they can contact our partners directly.

### Trafalgar:

- Call 0860 822 822 or email [absa@trafalgar.co.za](mailto:absa@trafalgar.co.za) for more information and to take up the offer

### TPN:

- Visit <https://shop.tpn.co.za/account/absa> or call 0861 876 000 Helpdesk for more information or to take up the offer

### WIMI:

- Financial Planning: Visit [virtualadviser@absa.co.za](mailto:virtualadviser@absa.co.za) or call or call 011 225 1797 for more information or to take up the offer

We look forward to your support as we continue to evolve our proposition in this key segment of the market. Should you or any of your regional offices have any questions or require further information, please contact your Absa Sales Leader or Relationship Consultant who will assist you further.

Kind regards

**Nondumiso Ncapai**

**Head: Business Development**

**Home Loans**