



## Press and Corporate Affairs

Media Information  
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### **BMW India signs a cooperation agreement with ORIX Auto Infrastructure for Leasing Services**

**New Delhi:** BMW India signed a cooperation agreement with ORIX Auto Infrastructure Services Limited (OAIS) for leasing services of BMW Cars in India. OAIS is an established leader in providing Infrastructure service solutions in the Auto Sector. With this agreement; OAIS will offer innovative and competitive leasing solutions to support the sale of BMW group products in India. The leasing services will be offered to customers through the BMW dealership network across India. Additionally, OAIS will also support BMW through its existing business network.

Through this agreement, OAIS will offer unique services to BMW group customers. Further, the products will be customized to cater to the special requirements of BMW customers. With this agreement, BMW and OAIS aim to deliver hallmark quality of service through all BMW dealerships and BMW corporate customers across the country.

Commenting on the signing of the agreement, Mr. Peter Kronschnabl, President, BMW India said "Our association with OAIS, the leading lease services provider in India reflects our commitment to set new benchmarks in service quality and customer care in India. This agreement will help in facilitating our customers to lease BMW group products through the range of tailor-made leasing solutions that will be offered by OAIS."

BMW Financial Services is currently active in more than 50 countries worldwide offering competitive financial solutions for BMW and MINI customers. In 20 countries, BMW Financial Services are offered through leading local banking and insurance partners.

Mr. Neeraj Kumar, Managing Director and CEO, OAIS said "Our focus has always been value creation and through this tie up, OAIS will be able to provide a value product for the Indian market. Customers can experience superior products and avail the benefits under value added lease.

ORIX Auto Infrastructure Services Limited is a joint venture between ORIX Corporation, Japan and Infrastructure Leasing and Financial Services Limited, India (IL&FS). This lineage helps OAIS in devising solutions that are best in terms of auto infrastructure innovation and financial feasibility.

OAIS has been the pioneers in Operating Leases in India and has been in operations since 1995. Over the years, OAIS has created a diversified portfolio in the transport infrastructure segment through Vehicle Leasing and Value Added Services, Car Rentals, Radio Taxi, Business Transport Solutions, Commercial Vehicle Financing, Equipment Banking, Service Centre and Logistics. OAIS is a registered NBFC in India and provides leasing solutions under finance and operating leases. This model allows OAIS to create products customised for the Indian market.

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