BMW Financial Services. BMW Secure Update.



January 2013



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BMW Financial Services.

- 1. New Renewal Product Structure
- 2. BMW Secure
- 3. BMW Secure Premium
- 4. BMW Secure Advanced
- 5. POS-Issuance of BMW Secure
- 6. FAQs

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BMW Financial Services.

- 1. New Renewal Product Structure
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BMW Financial Services. New Renewal Product Structure.

Add-on products now available with renewals

Option 1: BMW Secure	Existing Product
Option 2: BMW Secure Premium	New Product # 1
Option 3: BMW Secure Advanced	New Product # 2

Premise

To be sold with Basic Insurance of Bajaj Allianz

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BMW Financial Services.

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BMW Financial Services.

BMW Secure-Features.



Product Features

- Existing renewal option available
- Available up-to 4 years of the age of the vehicle
- Existing price and commission structure to be maintained
- Benefits
 - Up-to 4Tyres within a benefit
 - Hydrostatic Lock
 - Car Replacement in event of total loss
 - Road Side Assistance
 - Loss of Key
 - Depreciation Cover
 - Daily Car Rental

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BMW Financial Services.

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BMW Financial Services.

BMW Secure Premium- Features.



BMW Secure Premium

- Second Renewal Option available from January 02, 2013
- Option to Purchase along with Basic Motor Insurance from Bajaj Allianz only
- Benefits
 - Depreciation Cover
 - Car Replacement in event of total loss
 - Daily Car Rental

Scope of Coverage of individual feature remains similar to that under BMW Secure

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BMW Financial Services.

- 1. New Renewal Product Structure
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BMW Financial Services

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BMW Financial Services.

BMW Secure Advanced- Features.



BMW Secure Advanced

- Third Renewal Option available from January 02, 2013
- Option to Purchase along with Basic Motor Insurance from Bajaj Allianz only
- Benefits
 - Up-to 4Tyres within a benefit
 - Up-to 4 Alloys within a benefit
 - Hydrostatic Lock
 - 1 year of Road Side Assistance
 - Loss of Key

Scope of Coverage of individual feature remains similar to that under BMW Secure

BMW Financial Services

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BMW Financial Services.

BMW Secure Advanced- Road Side Assistance.



Road Side Assistance

- Free Towing Facility
- On Road Assistance
- Taxi Benefit
- Accomdation Benefit
- Medical Co-ordination
- Fuel Assistance
- Key pick and drop

Included from second renewal onwards

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BMW Financial Services. Contents.

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BMW Financial Services.

POS - Issuance Of BMW Secure.



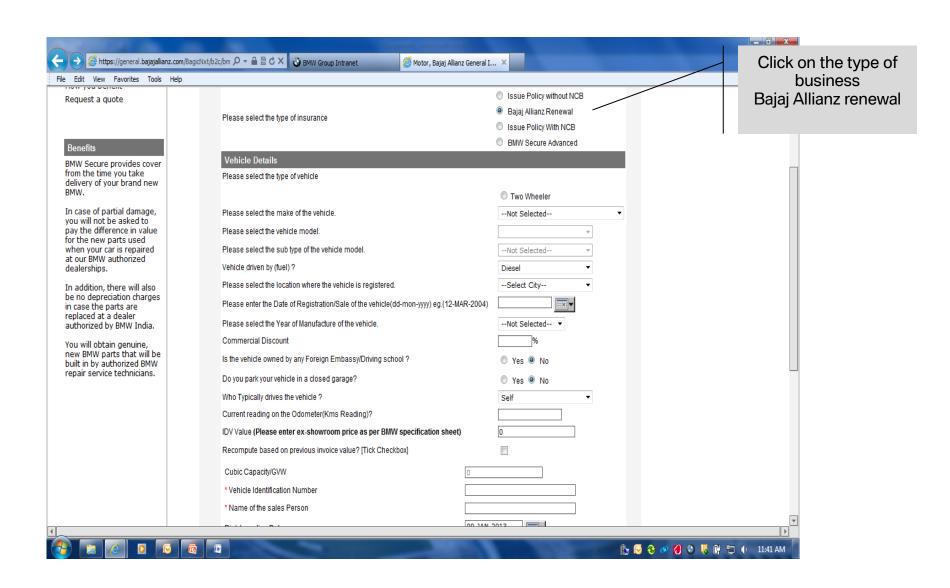
Click to BMW Insurance link

BMW Financial Services

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BMW Financial Services.

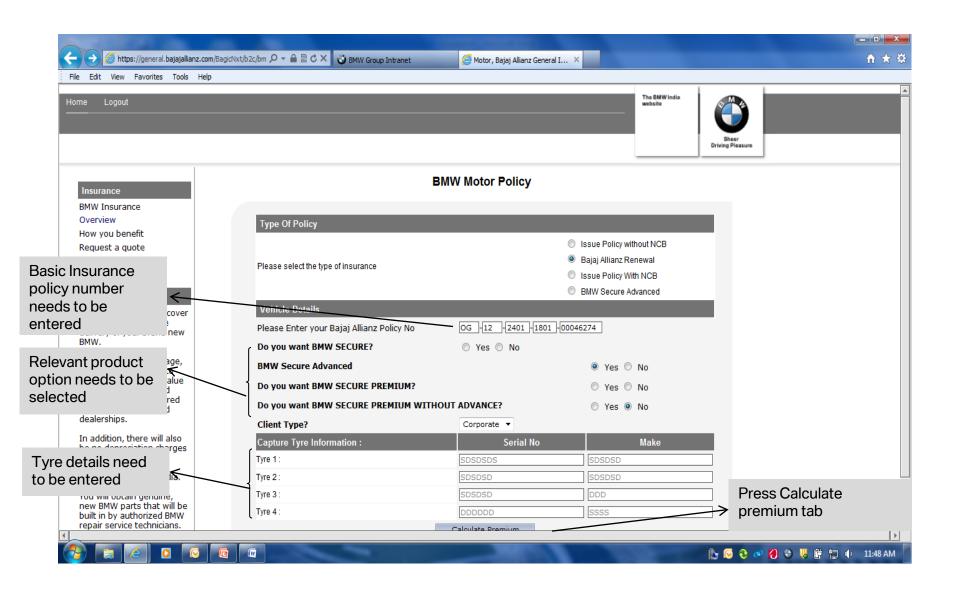
POS - Issuance Of BMW Secure.



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BMW Financial Services.

POS - Issuance Of BMW Secure.



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BMW Financial Services.

- 1. New Renewal Product Structure
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BMW Financial Services.

FAQs.

1. Can we sell BMW Secure Advanced renewal, if customer has bought basic insurance from SBI General Insurance?

No, BMW Secure Advanced and all other Secure renewals (all products) can be sold only with basic insurance of Bajaj Allianz

2. Can NCB be given on renewals of BMW Secure Advanced/ Secure Premium?

Yes, NCB logic will be same as BMW Secure renewals

3. What is the maximum NCB that can be offered on renewals?

Maximum 25% NCB can be offered on BMW Secure (all products) renewals wherever the customer has not claimed in the preceding two years.

4. Can the contracts of BMW Secure renewals(all products) be issued from BMW portal?

Yes, BMW portal is ready for issuance of BMW Secure renewals i.e. Existing BMW Secure product and the new two product additions.

Thank you for your attention.



January 2013

