



22 May 2009

NZX Release

## **MARAC SIGNS PARTNERSHIP WITH THE AA**

Pyne Gould Corporation Limited's subsidiary, MARAC Finance Limited, has entered into a partnership with the New Zealand Automobile Association Incorporated (AA) to provide New Zealanders, including the AA's 1.2 million customers, with vehicle finance.

The AA partnership, combined with other recently announced and existing partnerships, continues to grow MARAC's share of the vehicle finance market and demonstrates its commitment to this sector.

For further information see MARAC's announcement that follows.



22 May 2009

NZX Release

## **MARAC SIGNS PARTNERSHIP WITH THE AA**

MARAC Finance Limited has entered into a partnership with the New Zealand Automobile Association Incorporated (AA) to provide New Zealanders, including the AA's 1.2 million customers, with vehicle finance.

The AA will continue to offer car, motorcycle and boat loans to New Zealanders as before, but these will now be provided by MARAC.

The AA partnership, combined with other recently announced and existing partnerships, continues to grow MARAC's share of the vehicle finance market and demonstrates its commitment to this sector.

"The AA is an iconic New Zealand organisation with an unrivalled reputation for delivering a range of services that support not only essential transport but also a Kiwi passion – motoring," says MARAC General Manager – Consumer, Chris Flood.

"At MARAC we also have a strong commitment to the motoring sector and, as a locally owned and operated company, a passion for supporting New Zealanders. Given our shared values, we are proud to partner with the AA and are excited about sharing our expertise to better meet the needs of AA's motoring customers across New Zealand.

Customers will continue to receive pre-approved finance to allow them to act as a cash buyer, a competitive lending rate and an easy online application process. Under the new arrangement with MARAC, customers will now also have access to optional loan cover so that loan payments are paid in the event of redundancy, sickness, disability or death, and access to MARAC's other leading finance products.

"New Zealanders place significant amounts of trust in the AA so we needed an experienced finance partner with a sound reputation," says AA General Manager Financial Services, David McLister.

"We were confident in choosing MARAC with its significant trading history, Standard & Poor's investment grade credit rating and knowledge of the New Zealand finance and motoring market. MARAC is able to offer our customers a broad range of finance products and solutions tailored to their individual situation, all delivered with genuine personal service."

- Ends -

For further information contact

**Chris Flood**

General Manager - Consumer  
MARAC Finance Limited  
Email [chris.flood@marac.co.nz](mailto:chris.flood@marac.co.nz)  
DDI 09 520 8084  
Mobile 027 226 6508

**David McLister**

General Manager – AA Financial Services  
The New Zealand Automobile Association Incorporated  
Email [dmclister@aa.co.nz](mailto:dmclister@aa.co.nz)  
DDI 09 966 8930  
Mobile 021 674 641

**About MARAC**

MARAC is a wholly New Zealand owned and operated finance company that has been in business for more than 55 years, and today is one of the largest and most successful finance companies in the country. The company is owned by Pyne Gould Corporation Limited (“PGC”), a NZSX-listed company that has a history stretching back more than 150 years.

MARAC’s business is focused on six main areas:

**Consumer**

- **motor vehicle** – offering finance and leasing packages for the funding of new and used vehicles, either through a dealer or direct to the customer.
- **marine and leisure** – providing finance for the purchase of assets such as boats and motorhomes, either direct to the customer or through a dealer.
- **insurance** – offering comprehensive motor vehicle, auto equity, extended warranty and lifestyle protection insurance products, either through a dealer and direct to the customer.

**Business**

- **commercial** – lending to businesses for the purchase of assets such as plant and equipment, either direct to the business or through a dealer, and providing invoice finance to help businesses free up cashflow.
- **property** – funding investment in commercial property and development projects.
- **securities** – acting as a broker for development.

MARAC is funded through retail debentures, committed bank facilities from New Zealand’s major banks, a securitisation programme and a secured bond programme, ensuring a diverse funding base.

MARAC has a BBB- (Stable) credit rating from Standard & Poor’s. This rating is recognised by the international investment community as ‘investment grade’.

For more information on MARAC visit [www.marac.co.nz](http://www.marac.co.nz)

**About the AA**

The New Zealand Automobile Association (AA) is an incorporated society with over one million members. It represents the interests of road users who collectively pay over \$2 billion in taxes each year through fuels excise, road user charges and GST.

For more information on the AA visit [www.aa.co.nz](http://www.aa.co.nz)