

AICB Member Lifestyle Benefits

Automotive

Discount Structure and Terms & Conditions

BMW and MINI

(Updated as of 6 Oct 2023)



Fleet Discount Structure

Purchased Units/Models	Fleet Discount Recommended Retail Price Off the Road before GST
2 nd unit onwards purchased under the BMW Corporate Programme for AICB	6%
Registration under Company Name / Co. Directors / Business Owners	6 + 1% from 2 nd unit onwards
BMW Completely Built Up (CBU), Battery Electric Vehicle (BEV), M340i xDrive & MINI models*	Fleet Discount is not applicable for these models

**New model launch within the license period is subject to BMW Malaysia's approval to be included in the Fleet Discount Structure*

The above **fleet discount** structure is also **applicable for the purchase made by the respective spouses of AICB members and AICB employees.**

Terms and Conditions

- The Fleet Discount Structure above is applicable to purchases of **new BMW or MINI cars** from a BMW/ MINI Authorized Dealer under the BMW Group Corporate Programme made by **AICB**, its members as well as by their respective spouses during the year **2022/2024**.
- **AICB** members must have been registered for a minimum of six (6) months prior to purchasing their new BMW or MINI vehicle.
- The discount as stated in the Fleet Discount Structure above is applicable to the published **Recommended Retail Price OFF-THE-ROAD of the NEW car**, excluding registration and insurance ("**Purchase Price**").
- For **Malaysia Returning Expert Program (MREP) customers**, the discount as stated in the Fleet Discount Structure above is applicable to the **Government Approved Nett Selling Price of the NEW car**, excluding registration and insurance.
- All cars sold by BMW / MINI Authorized Dealer under any **other promotional offers are NOT entitled to the discount** as stated in the Fleet Discount Structure. This includes but is not limited to cars purchased / sold during any promotional offers i.e. Demo/Registered car, and Promotional Campaign discount (kindly refer to below):
 - (i) **Demo / Registered cars** - a new car which had been registered under BMW Malaysia Sdn. Bhd. or the respective authorized BMW Dealer's name, which has been used and is subsequently sold to customer under the BMW Group Corporate Programme.
 - (ii) **Promotional Campaign** - a discount which is offered to the customer in the form of a rebate and/or special financing interest rates.



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- All cars purchased/sold under the Government initiative “Malaysia My Second Home” programme by/to eligible and qualified “MM2H” and Duty-Free customers are also NOT entitled to the discount as stated in the Fleet Discount Structure.
- If a car to be purchased by AICB, its members as well as their respective spouses under the BMW Group Corporate Programme is included under other promotional offer(s) or is a demo / registered car, this fact and the non-applicability of the discount as stated in the Fleet Discount Structure above, will be communicated by the respective BMW / MINI Authorized Dealer to the purchaser prior to any confirmation of purchase.
- Any purchases made by AICB, its members as well as their spouses, irrespective of whether it consists of new or demo/registered car, will be accumulated towards the total volume of purchases (Purchased Units) made under the BMW Group Corporate Programme during the validity of the prevailing BMW Group Corporate Programme. This is for the purpose of ascertaining the percentage of discount applicable under the Fleet Discount Structure for each Purchased Unit eligible for discount under the Fleet Discount Structure and terms and conditions herein contained.
- All new cars purchased by **AICB**, its members as well as their respective spouses within the validity of the prevailing BMW Group Corporate Programme shall be computed collectively to determine entitlement to the percentage discount as stated in the Fleet Discount Structure. If the applicable discount is greater than the percentage of discount that was actually given by a BMW / MINI Authorized Dealer in respect of any purchase under the BMW Group Corporate Programme, the value of the balance discount shall be paid directly to the purchaser by that respective BMW / MINI Authorized Dealer.
- The above Fleet Discount Structure is also **applicable to all related companies** (within the meaning of Section 7 of the Companies Act 2016) of **AICB** upon proof of the company’s relationship to AICB being furnished to the BMW / MINI Authorized Dealer. Where a corporation -
 - (i) Is the holding company of another corporation;
 - (ii) Is a subsidiary of another corporation; or
 - (iii) Is a subsidiary of the holding company of another corporation,that first-mentioned corporation and that other corporation shall for the purposes of this Act be deemed to be related to each other.
- Please provide BMW Malaysia Sdn. Bhd. with a “**To Whom It May Concern**” letter (sample copy as enclosed herewith) to be signed by authorized personnel from **AICB**, for purchases made by **AICB** members under the BMW Group Corporate programme. **AICB** members shall be solely responsible to submit their respective
 - (i) name card;
 - (ii) latest payslip or commission statement, as the case may be;
 - (iii) company forms and
 - (iv) marriage certificate if the member wishes to register the car under his/her spouse’s name to BMW Malaysia Sdn. Bhd.



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- **All new BMW cars** purchased from BMW Authorized Dealer include **5 Years Unlimited Mileage Warranty + Free Scheduled Service** program (Terms and Conditions apply).
- **All new MINI cars** purchased from MINI Authorized Dealer include **4 Years Unlimited Mileage Warranty + Free Scheduled Service** program (Terms and Conditions apply).
- The applicability, computation and allowances of the discount percentage in each purchase shall be subject to approval by BMW Malaysia Sdn Bhd at its absolute discretion.
- BMW Malaysia Sdn. Bhd. and BMW Credit (Malaysia) Sdn. Bhd. reserve the right to, at any time and from time to time, vary, add, delete or amend any part of the BMW Group Corporate Programme terms and conditions without prior notice. BMW Malaysia Sdn. Bhd. reserves the right to, at any time discontinue or terminate the BMW Group Corporate Programme with seven (7) days prior written notice without assigning any reason, therefore.

ORDER CONFIRMATION

Upon confirmation of any purchase under the BMW Group Corporate Programme and issuance of the 2nd Schedule by the relevant financial institution (for purchases under hire purchase), payment of a booking fee of 1% of the total "on the road" retail selling price (which includes the purchase price, road tax, registration fee, hire purchase endorsement but excludes insurance) or a Purchase Order (PO) is required. Payment of the booking fee should be made to the Authorized Dealers. The balance of the purchase price must be fully paid by the purchaser to the relevant financial institution prior to the registration of the vehicle.

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