

Secure the right financing before it's time to buy

Access to financing for farm equipment can be challenging and complex. The ability to remain fully productive and profitable can depend on whether you buy or lease what you need, right when you need it.

Getting the right equipment at the right time and right price is critical to driving your agriculture operation forward. But once you've made the decision to buy, events and circumstances can arise that can affect your ability to complete a purchase — such as asset lenders who limit the amount of financing available to buy their equipment. This circumstance could result in you needing leases from multiple vendors, a time-intensive, costly and often complicated process. In addition, present day economic and market volatility — combined with the complexity of financing agreements — makes managing your operation's business risks even more challenging.

As a result, you risk not being able to acquire the equipment you need in order to drive and maintain your operation's productivity. And the more equipment you plan on buying, the more complicated the whole process becomes.

Overcoming obstacles to getting the equipment you need when you need it

Farmers and ranchers have identified some key objectives for equipment purchasing:

- **Securing reliable access to financing:** The restrictions some asset lenders put in place can delay securing the equipment you're counting on to keep your business going — and growing.
- **Managing acquisition costs:** Satisfying application requirements can feel like a never-ending process. Managing a multitude of financing sources consumes precious time and resources that could be better used in other areas of your farm business.
- **Managing equipment purchase financing risk:** Given market and global economic conditions, risk management is more important than ever. Managing and understanding financial agreements is more complicated for producers and agribusiness operators, and critical purchases can be delayed due to uncertainty around interest and exchange rates.

What if you could ...

- maximize your financing flexibility?
- simplify the process and speed up your purchase?
- customize the solution to fit your risk tolerance?



Secure the right financing for your agriculture equipment purchase before it's time to buy. An RBC Equipment PurchaseLine® puts you in control.

Operating a farm or agribusiness today is more complex and more demanding than ever. The RBC Equipment

PurchaseLine lets you manage every aspect of your equipment-purchase needs with more speed, more flexibility and more control — so you can buy what your operation needs, when the time and price are right for you.

It's just one of the ways we're helping farmers and ranchers manage and succeed within an ever more complex and rapidly changing industry.

RBC Equipment PurchaseLine benefits	
<p>Maximize your financing flexibility: The right financing partner needs to be able to structure an agreement based on your unique farm business. By collaborating with RBC Royal Bank®, you'll gain this flexibility, along with the expert support you need to secure reliable access to financing.</p>	<ul style="list-style-type: none"> ■ Get more options: You'll be able to choose a revolving lease or revolving term loan, or both, to secure the financing you need upfront for equipment purchases throughout the year. You'll also have the flexibility to move from a floating to fixed rate product to get the rate you want while protecting yourself from unexpected market fluctuations. Finally, you will not only be able to repay loans in U.S. or Canadian dollars to leverage exchange rates — you'll even be able to pay for foreign equipment purchases in the local currency to enhance your negotiating power. ■ Choose a true partner: Working with your RBC® agriculture banking specialist, you can be confident that you'll get expert advice on how to fully capitalize on your options; to support your business needs, even during the most challenging times.
<p>Simplify the process; accelerate the purchase: Purchase price represents a large portion of the total cost of ownership. With the RBC Equipment PurchaseLine, you'll get a more efficient and easy financing process that encompasses your entire business. In fact, the more complex your equipment-purchasing requirements, the more the RBC Equipment PurchaseLine makes sense for you.</p>	<ul style="list-style-type: none"> ■ Speedy acquisition with less administration time: Now you can have your financing approved and in place before it's time to buy. In addition, you only have to go through the application process once to line up all your anticipated equipment financing for the year. ■ Discover the power of simplicity: You can cover all your equipment financing needs for the year through a single, more manageable source. One agreement means you can significantly reduce the time and labour required to manage your equipment financing portfolio. ■ Retain control without restricting operations: You can decide which terms and conditions make the most financial sense for your business while simplifying and streamlining the purchase process.
<p>Customize the solution to fit your risk tolerance: You can count on the strength and knowledge of RBC Royal Bank to help you to mitigate the risks of shifting market conditions and rate fluctuations — so you're not caught off guard. Plus, we can help you manage the terms and conditions of your financing agreement so you have more certainty in managing your business.</p>	<ul style="list-style-type: none"> ■ Eliminate surprises: You'll have access to experts in equipment financing who understand the agriculture industry and can offer you a financing package that's specifically designed to accommodate your business's unique requirements, addressing everything from atypical reporting cycles to seasonal variations in cash flow. ■ Build in rate protection: Benefit from the scale and scope of RBC Royal Bank, which enable us to offer you competitive interest rates. ■ Create a natural hedge: You'll gain currency repayment options to help you mitigate the effects of exchange rate fluctuations, along with multiple currency capabilities so you can fix your costs in advance. ■ Insulate your financing from the world around you: With the strength, stability and demonstrated commitment of RBC Royal Bank behind you, you'll have a financing partner you can count on — along with transparent, predictable pricing, no matter what twists and turns the global economy takes.

RBC Royal Bank has a team of equipment financing specialists that can provide you advice specific to your farm operation's unique needs. Visit us online at rbc.com or talk to an RBC agriculture banking specialist.



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