

Peugeot introduces Guaranteed Future Value programme

Peugeot Citroën South Africa has introduced a "Guaranteed Future Value" (GFV) programme which will ensure that its customers can drive a new Peugeot vehicle every few years.



Through the GFV programme, the car brand will rule out extending its warranty period of three years or 100,000km. Instead, the programme encourages owners to upgrade their vehicles more often, without incurring additional costs.

“The South African market is undergoing a shift that is line with international trends where we see customers shifting from vehicle ownership to mobility. Although it is in its infancy here in South Africa we can already see this trend developing and obtaining traction,” said Francisco Gaie, managing director of Peugeot Citroën South Africa.



Drunk drivers could claim from new road accident benefit scheme

Jason Snyman 29 Sep 2017



Peugeot now offers an Assured Future Value (AFV) financial agreement called Motion Finance a product of WesBank.

“In today’s world of mobility, we understand that customers are looking for peace of mind when it comes to financing their

vehicles,” said the marketing manager, Dineo Mofokeng.

“With Motion Finance, Peugeot Citroën South Africa guarantees customers the future value of their vehicles.”

Speaking at the launch of the Peugeot 3008 SUV in early August 2017, Gaie, acknowledged the concerns around Peugeot’s ‘trade-in value perceptions’ and gave his assurance that he would do everything possible to alleviate these interpretations. “We believe our GFV programme is a step in the right direction and will change the perceptions of Peugeot’s trade-in value,” he said.

To be rolled out on Peugeot 208 Active model

The new programme will initially be rolled out on the Peugeot 208 Active model and subsequently be introduced across the range. “We are positive that customers will welcome the introduction of the Guaranteed Future Value programme which will encourage them to replace their vehicle at the conclusion of their three-year warranty” Francisco added.

How it works

- Select your Peugeot 208 Active
- Choose a repayment period (Terms from 24, 36 and 48 months)
- Agree to a maximum mileage (available options 40 000 km to 80 000 km)
- Agree on a deposit, or 0% deposit and monthly payment to suit your budget

At the end of the Motion Finance agreement period you can choose one of three options provided that all conditions of Motion Finance are met:

1. **Renew:** Return your Peugeot as per the guaranteed buy-back program and renew your Motion Finance agreement on a new Peugeot model of your choice.
2. **Return:** Return your Peugeot on the guaranteed buy-back program and end your Motion Finance contract.
3. **Retain:** Keep your Peugeot and re-finance it at the guaranteed buy-back value. This will not form part of the Motion Finance agreement. You will enter into a traditional finance agreement under new terms and conditions.

Several car manufacturers offer a guaranteed value programme, linked to a lease agreement or finance contract. This usually hinges on the car being returned with a complete service history, without major damage and within a pre-determined mileage limit.

At the end of a pre-defined period, most programs allow customers to upgrade their vehicle, or hand it back to the dealership.



BMW's bogus fee bumped

10 Oct 2017



Peugeot Citroën South Africa now also offers a service plan to insure the guaranteed buy-back of your vehicle. The Peugeot Protect plan will maintain and restore your vehicle (for an agreed period) from damages that result from everyday wear and tear in return for a small fee.

This will assist customers in keeping their vehicles in showroom condition, thereby guaranteeing the future value of their vehicle.

“The Peugeot Protect plan is not limited to models purchased on the GFV programme, it covers all new and used Peugeot

transactions,” Francisco concluded.

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