

**BANQUERIGO MOTORBIKE RENTAL CORPORATION**

Door 2, G/F, My Hotel Bldg., San Pedro St., 2-A  
Davao City

November 03, 2023

**BOARD OF DIRECTORS**

**AGRIBUSINESS RURAL BANK, INC.**

ROPALI Plaza, Josemaria Escriba Drive,  
Ortigas Center, Pasig City

Subject: Business Proposal of a Motorcycle Rental Company and Future Partnership  
to Agribank

I hope this letter finds you in good health and high spirits. We are thrilled to present a business proposal that aims to establish a strategic partnership between our Company, the **Banquerigo Motorbike Rental Corporation**, a premier motorcycle rental service, and **Agribank**, a distinguished financial institution. This collaboration seeks to leverage our respective strengths to capitalize on the growing demand for motorcycle rental services and offer innovative financial solutions to our valued customers.

**Introduction to Banquerigo Motorbike Rental Corporation:**

Banquerigo Motorbike Rental Corporation is a leading motorcycle rental company with a strong presence in the General Santos City, Davao City, Island Garden City of Samal, Zamboanga City, and now in its newest branch, Cagayan De Oro City. With years of experience in the industry, we have earned a reputation for providing exceptional customer service, a diverse fleet of well-maintained motorcycles, and a seamless rental experience. Our commitment to safety, reliability, and customer satisfaction has made us the preferred choice among motorcycle enthusiasts and tourists alike.

The Banquerigo Motorbike Rental Corporation is a member of the Banquerigo Group of Companies. Our parent Company, the Banquerigo Vehicle for Rent and General Repair Service Center OPC is currently a client of your Bank.

(The Banquerigo Group of Companies includes Banquerigo Vehicle for Rent and General Repair Service Center OPC, Banquerigo Motobike Rental Corporation, and Banquerigo Music and Arts Studio, Inc.)

**Introduction to Agribusiness Rural Bank, Inc.:**

Agribank is a renowned financial institution with a distinguished history of catering to the financial needs in relation to obtaining motorcycles for individuals and businesses alike.

Your institution's commitment to excellence, innovation, and customer-centricity aligns perfectly

with the values we uphold at Banquerigo Motorbike Rental Corporation. Through a broad range of financial products and services, has established itself as a trusted partner for thousands of clients.

### **The Reason:**

The proposed partnership between Banquerigo Motorbike Rental Corporation and Agribank is designed to bring unique benefits to both companies while enhancing the overall customer experience. Our joint initiatives aim to revolutionize the motorcycle rental industry by offering us a flexible financial solutions so we can focus on the business expansion and provide additional revenue to your company. Banquerigo Motorbike Rental Corporation plans to open 33 branches nationwide representing the 33 Highly-Urbanized cities in the Philippines plus the tourist spots near these cities. In line with this vision, we are in need of a supplier of motorcycles, who will be our partner on this venture and we firmly thought that with the strong relationship we built with almost a hundred of motorcycle loan deals with you through our parent company, the Banquerigo Vehicle for Rent and General Repair Service Center OPC, it is best to bring this bank-client relationship to a new whole level and become partners.

When our first Company, the Banquerigo Vehicle for Rent and General Repair Service Center OPC was still starting up the business, we cannot be grateful enough when we remember the opportunity that came our way when you extended your hands and aided our motorcycle needs. As a result, we were able to build a strong foundation and are now able to open more branches throughout Mindanao. We are at the peak of all our efforts to expand and open more branches when we learned that our credit limit has been limited and that really opened a lot of questions and heartbreak for us because we felt that Agribank has left us hanging at that point.

So we thought of sending this proposal to you so you would better understand how our business works, how you helped us and how can both our businesses benefit from this relationship.

We currently need more motorcycles and while we have over 100 motorcycles in General Santos City branch, we are aiming to at least have 50 motorcycle units each branch.

### **The Proposal:**

Agribank will increase the credit limit of Banquerigo Group to a fair amount and will support our motorcycle needs as we expand our business until we reach the goal of having at least 33 branches nationwide.

Agribank will become a partner of Banquerigo Motorbike Rental Corporation. You will become our supplier for our nationwide expansion.

Banquerigo Motorbike Rental Corporation is willing to sign an exclusive 10-year contract that Agribank will be the **sole supplier** for our motorcycle needs over our 33 branches plan expansion.

We firmly believe that this relationship will provide significant increase in Sales for Agribank and more assets and revenue for Banquerigo Motorbike Rental Corporation.

With this, Agribank can also decrease efforts in hunting the customers who are not paying and

possibly cutting the costs on these type of situations because: (1) we have no intention of ruining our proven track records; and (2) we are not individuals and you can always find us at any branches of Banquerigo has. We are open to any discussion regarding as to how we can ensure that this partnership works and beneficial.

### **Agribank's Benefits:**

- **Sales Increase.** The Banquerigo Motorbike Rental Corporation will need 1,500 motorcycle units, more or less, to supply 33 branches nationwide. Agribank can add that 1,500 motorcycle units to your projected sales.
- **Exclusive Contract.** The Banquerigo Motorbike Rental Corporation will agree to sign an exclusive deal with Agribank and ROPALI to be its sole supplier of motorcycle units for 10 years. We will be loyal to you.
- **Problem with Repossessed Motorcycle Units will be Solved.** If Agribank has a huge problem of overwhelming number of repossessed motorcycles, the Banquerigo Motorbike Rental Corporation will gladly accept and assume these repossessed motorcycles to help the Agribank minimize the numbers of repossessed motorcycles in its warehouses. In fact, we have the intention of mainly getting the repossessed ones.
- **Referral, Recommendation, and Promotion.** The Banquerigo Group will recommend the ROPALI and Agribank whenever Banquerigo Group encounters clients who are looking for brand new and repossessed motorcycles. Agribank can put Posters, Desk Displays, and other Marketing Materials to all branches of Banquerigo Motorbike Rental Corporation for free in 10 years. In fact, we plan to ask for Posters, Flyers, and QR of Agribank and ROPALI to promote your products to our existing clients in our office desks in all branches.
- **Satellite Office.** Agribank can place an office table in branches of Banquerigo Motorbike Rental Corporation in places where Agribank has no existing branch yet. Agribank can leave application forms of Motorcycle Loans and other Loan Products to it and the Banquerigo staffs will help Agribank to promote its products. Agribank and Ropali can also display their own Motorcycle Units that are for sale to the Public at any branch of Banquerigo Motorbike Rental Corporation and our staff will help you sell it. We will not ask for any fees and compensation. All for free

### **Conclusion:**

The partnership aids the current problems that each our businesses has:

1. Banquerigo Motorbike Rental Corporation, with the help of Agribank, can continue with the business expansion only focus on opening 33 branches without worrying about the Capitalization and Motorcycle Supply.
2. Agribank, with the help of Banquerigo Motorbike Rental Corporation, can resolve the problem with the repossessed motorcycles, increase the sales, and gain a marketing ally.

### **Message**

With a good track record with your company through our parent company (Banquerigo Vehicle for Rent and General Repair Service Center OPC), we hope that we have somehow

earned your trust and that we have showed you how the demand of our business is increasing month on month.

The day you stopped releasing Motorcycle Loan to us, we were really sad to hear that heartbreaking news. That is the reason why I decided to send you this proposal. If you shall ever reject this proposal without even giving a thought of it, as your client, I might decide to end our relationship and will never go to you again if we need financial services.

Our Business is growing and we need a Bank that we rely for long term. We really want to know if your are the Bank that we are looking for.

All I am asking is you read this proposal and give some thought to it.

We firmly believe that a partnership between Banquerigo Motorbike Rental Corporation and Agribusiness Rural Bank, Inc. is a winning combination that brings significant advantages to both companies.

Together, we can revolutionize the motorcycle rental industry, offer enhanced financial solutions to our customers, and drive mutual growth.

We would be thrilled to discuss this proposal further and explore the potential opportunities for collaboration. Please feel free to contact us at (083) 552-6722 / +639480034889 or [mark@banquerigocorp.com](mailto:mark@banquerigocorp.com) to arrange a meeting at your convenience.

Thank you for considering our proposal. We look forward to the prospect of embarking on a fruitful partnership.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark', with a stylized flourish extending from the end.

**MARK ANTHONY S. BANQUERIGO**  
Chief Executive Officer  
Banquerigo Motorbike Rental Corporation