



At a glance

Low initial outlay. Typically, only one monthly payment is required in advance.

Tax deductions for businesses.

Ability to include servicing and maintenance.

Ability to offer to purchase at the end of the plan.

Protect the resale value with a guaranteed minimum value option.

Combine your Toyota Vehicle Insurance and Toyota Payment Protection into your monthly repayment

All loans and leases are subject to Toyota Financial Services normal lending criteria. Standard terms and conditions and interest rates are available at your Toyota Store or at www.toyota.co.nz

For more information please contact us on
0508 GO TOYOTA
(0508 46 86 96)
or visit our website at
www.toyota.co.nz

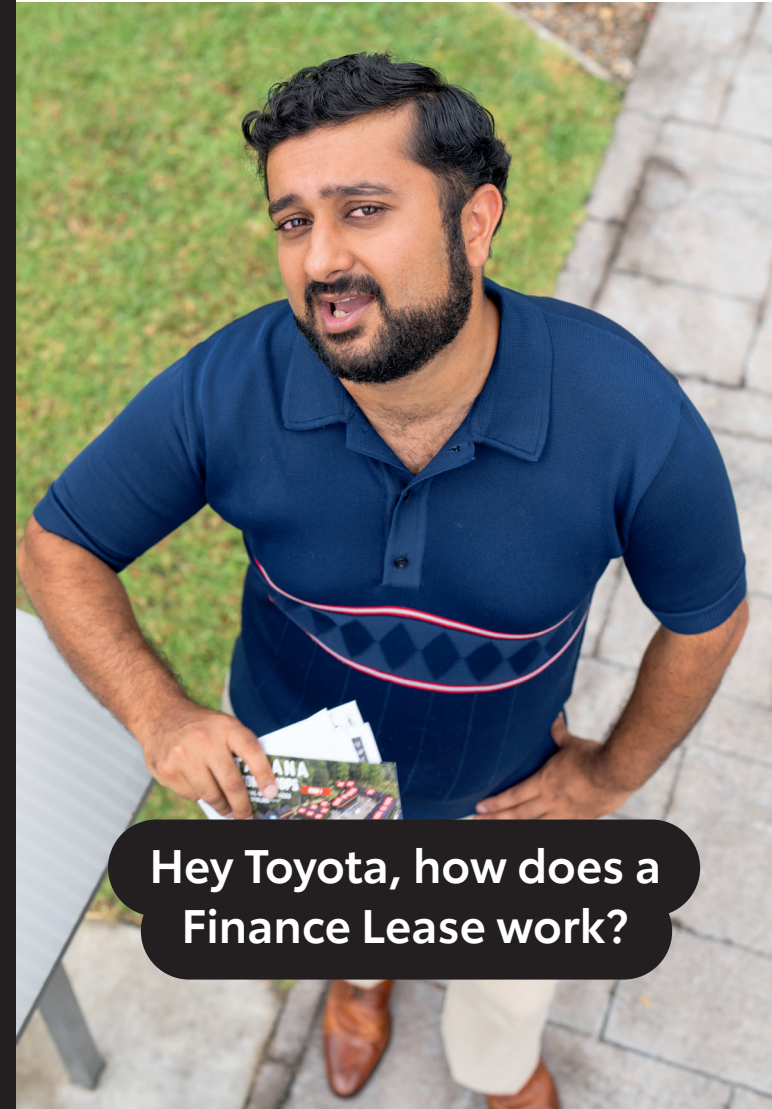


TOYOTA
Financial Services

Toyota Finance New Zealand Limited trading as Toyota Financial Services

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Finance Lease



Hey Toyota, how does a Finance Lease work?



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Lease your vehicle with the ability to offer to purchase for a fixed amount at the end of the lease.

Who is it for?

A Finance Lease is great for customers wanting to tailor a lease to suit their needs, with a flexible residual value and the ability to offer to purchase the vehicle.

How does a Finance Lease work?

With a Finance Lease, you lease the vehicle from Toyota Financial Services. You only pay for the use of the vehicle for a predetermined number of kilometres over a term from 6 to 60 months. At the end of the term, you can decide whether you want to offer to purchase the vehicle or return it.

How are the payments structured?

- Your initial outlay is low – typically equal to one monthly payment.
- You can choose to make more payments in advance which will reduce the number or size of your regular payments.
- We set a maximum residual value which can be reduced to suit your requirements.
- Your payments are also lower because the GST is paid with each payment – as opposed to financing all the GST upfront as you would with a traditional finance agreement.

How long is the lease for?

From 6 months to 60 months.

What happens at the end?

1. Keep the vehicle

You can make an offer to Toyota Finance to purchase the vehicle for a pre-determined amount. Acceptance of this offer will be at the discretion of Toyota Finance.

2. Return the vehicle

You can choose to return the vehicle and Toyota Finance will sell the vehicle for the best price. If there is a shortfall between the sale price and the residual value,

you may be accountable. If you have opted for the GMV Certificate you will be protected from any shortfall. If the vehicle sells for more, the profit is yours to keep.

What about excess kilometres?

If you drive more kilometres than you originally planned, we may agree to simply recalculate your payments. Otherwise, at the end of the plan you will pay a lump sum for the excess kilometres travelled.

What happens if I can't meet my payments?

Talk to your Toyota Store about Toyota Payment Protection. Including payment protection in your plan means you're covered if you are unable to meet your minimum payments because of an accident, sickness, unemployment, death or if you need to provide care for a family member.

Can insurance be included?

You are responsible for keeping the vehicle comprehensively insured. We can cover you with Toyota Vehicle Insurance, which can be easily included as part of your payments.

Can servicing and maintenance be included?

You can spread the cost of servicing and maintenance across your plan by including them in your payments. Please talk to your store about our range of service and maintenance plans.

Vehicle used for business purposes?

For business customers, income tax treatment¹ is based on the length of your term and usage.

Passenger Vehicles

- 6 to 45 months – Rentals fully deductible as an operating expense.
- 46 to 60 months – Interest and depreciation costs are tax deductible.

Commercial Vehicles

- 6 to 60 months – Rentals fully tax deductible as an operating expense.

GST and Fringe Benefit Tax*

- There is a GST component incorporated into each lease payment and if you're GST registered you can claim this back.
- You can claim full GST on insurance, warranty and service plans at the time of entering the plan.
- Fringe Benefit Tax (if applicable) is assessed on the full GST inclusive on-road cost of the vehicle excluding any insurance, warranty or service plans that may be taken up.

*We recommend that you seek independent advice on how these tax treatments relate to you, as we may be unaware of your specific circumstances.

Guaranteed Minimum Value Option...

If your lease is for a term greater than 24 months, you can opt for a Guaranteed Minimum Value (GMV) Certificate, which shows what we expect the value of the vehicle to be at the end of the plan.

This means at the end of the lease, we will protect you by absorbing the loss if the vehicle is worth less than what we calculated. Of course, if the vehicle sells for more, the net profit is yours to keep!

To take advantage of your Guaranteed Minimum Value Certificate you will need to:

- Keep the vehicle regularly serviced according to the manufacturer's specifications.
- Stay within the agreed kilometre allowance. Your GMV Certificate amount will be reduced on a per kilometre basis should you exceed your allowance.
- Ensure the vehicle is returned in good condition (allowance for normal wear and tear is acceptable).
- Pay the return fee.