

Customer consultation sheet for FCA Regulations

This document has been designed in order for our sales consultants to provide you with all available buying options and the products relevant to your purchase. It is necessary that each individual item is explained thoroughly and that you understand your options. The summaries below are just that and a full explanation will be discussed with you to follow FCA Legislation.

You have the option to purchase a vehicle outright or obtain external funding.

PERSONAL AND BUSINESS CONTRACT HIRE

Choose the car and annual mileage you want, then you **rent** it over a term that's right for you, between 2 and 5 years

Choose how many advance rentals you wish to pay (between 1 and 12) and your fixed monthly rentals will follow.

For an additional monthly cost you can choose to have a maintenance package included, to avoid unexpected motoring costs.

You can terminate your agreement at any time after the minimum 12 month period. Your car will be sold at auction – you will be liable for any shortfall against the written down value (the amount required to clear the account).

As you never have the option of owning the car, at the end of the agreement you return it and may have nothing further to pay subject to the following conditions: if you have exceeded the agreed mileage there is a pence per mile charge, if there is any excessive wear and tear you will be liable for the damage.

HP - Hire Purchase

You then pay the rest of the value of the car in instalments, over a period of one to five years. You are in effect hiring the car until you make your final payment, after which you own it. The loan is secured against the car, which is why you can't own it until you've made your last payment.

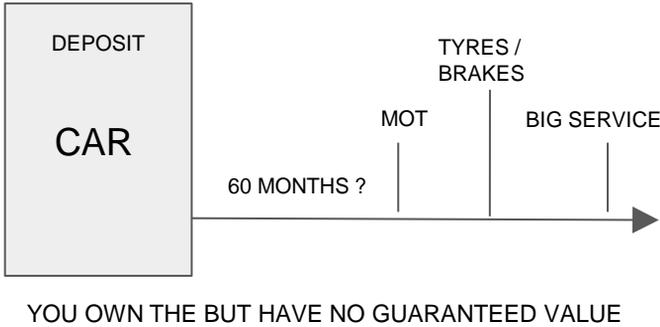
PCP - Personal Contract Purchase

A Guaranteed Minimum Future Value (GMFV) is calculated. This is then deducted from the price of the car and your monthly payments are based on what's left. Once you have paid all of your monthly payments you have 3 choices. (1) Pay the GMFV and retain your car. (2) Return your car at no extra charge. (3) You can part exchange and renew it for your next car.

This document is to confirm that I have been made aware of all funding options when purchasing a new vehicle and that I have had each method of funding explained too me. I sign this document to confirm this.

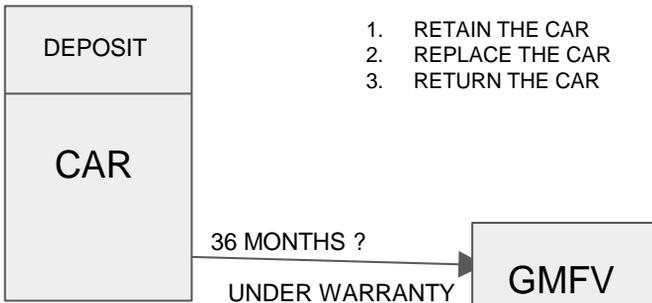
Customer Signature.....Print.....Date.....

Traditional Hire Purchase Method



- You own the car at the end of the finance agreement
- As per the diagram shows on an HP deal your car will enter some higher running costs past the 3 year mark

Modern Method of Funding on a Personal Contract Purchase



- Choose the car and annual mileage then you have the car over a term that's right for you between 2 and 4 years. There is a maximum deposit of 35% you can lay down.
- You can add service and warranty packages to your agreement.

BUSINESS AND PERSONAL CONTRACT HIRE AGREEMENTS

You never own the car so simply hand it back.

If you've driven more than the contracted mileage then you will need to pay an excess mileage charge and you will also be liable for de-hire charges for wear and tear over and above what is considered reasonable.

You can terminate the agreement after a minimum 12 rentals, the car will be sold at auction but you will be liable for any shortfall against the written down value

Low initial outlay, usually 6 rentals in advance. Pay for an optional maintenance package