



# Finance that fits

Here to help you prosper

Make the choice that's right for you.

Choose your finance >

# Finance that fits

If you've found the vehicle you want and are looking for finance, you need to choose the type that's right for you. We offer you a range of options which can be tailored to suit the way you want to pay.

Your dealer's here to help you make the right finance choice. And will be pleased to talk about your options. Once you've decided, your dealer will apply to us for finance on your behalf. We are usually able to make a quick decision.



Finance a  
Car

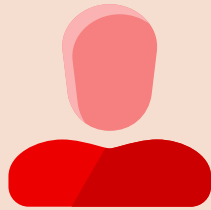


Finance a  
Motorcycle



Finance a  
Light Commercial  
Vehicle

# Finance a Car



**Personal Customers**



**Business Customers**

# Options for personal customers



## Conditional Sale

- › Pay for a fixed period.
- › Pay the same amount each month.
- › Own the vehicle at the end.

Learn more >

Watch video >

## Conditional Sale with a Balloon

- › Pay for a fixed period.
- › Pay the same amount each month (less than with a Conditional Sale).
- › Make a final lump-sum payment.
- › Own the vehicle at the end.

Learn more >

Watch video >

## Personal Contract Purchase

- › Choose to keep, renew or return the vehicle at the end.
- › Also known as PCP.

Learn more >

Watch video >

## Personal Contract Hire

- › Pay an initial rental at the start.
- › Pay the same amount each month for a fixed period.
- › Return the vehicle at the end.
- › Also known as PCH.

Learn more >

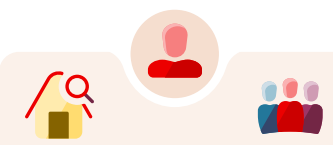
Watch video >

## Add on Loan

- › Personal loan product
- › Pay the same amount each month for a fixed period.
- › Specifically created for financing vehicle extras such as, insurance or vehicle accessories.

Learn more >

Watch video >



# Conditional Sale (CS)

Conditional  
Sale with a  
Balloon

Personal  
Contract  
Purchase

Personal  
Contract Hire

Add on Loan

Conditional  
Sale

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Own the vehicle at the end of the agreement.

## How it works

- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.
- › If you wish to put down a deposit, you have three options:
  1. Trade in your existing vehicle (part exchange) and put this towards the deposit.
  2. Put down a cash deposit.
  3. Trade in your vehicle (part exchange) and add a cash contribution towards the deposit.
- › At the end of the agreement, you have one option: To keep the vehicle.

## More you should know

- › The smaller the deposit you put down, the more chance you have of going into negative equity. This is when the value of the vehicle becomes less than the balance you owe on the loan you secured against it.
- › The agreement is secured against the vehicle. If you miss your repayments, we may need to take steps to recover the outstanding balance, which could include repossession of the vehicle. Ownership of the vehicle will be transferred to you once all payments under the agreement have been completed.

This type of agreement is covered by the [Consumer Credit Act 1974](#), which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.
- › You have the right to terminate the agreement early through Voluntary Termination.

Deposit

Monthly repayments

For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Conditional Sale with a Balloon

Conditional  
Sale

Personal  
Contract  
Purchase

Personal  
Contract Hire

Add on Loan

Conditional  
Sale with a  
Balloon

## Why it could be right for you

- › Pay less each month, compared to our Conditional Sale.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.
- › Gives you the option to finance your vehicle for a shorter term if you want.

## How it works

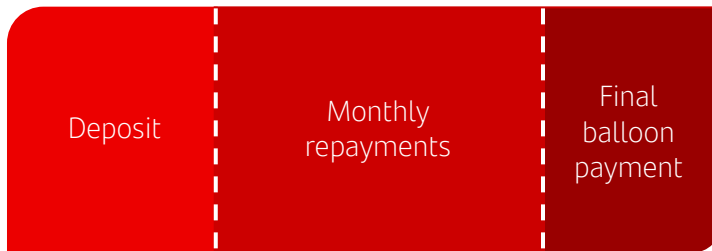
- › Your monthly payments are lower because you pay the remaining balance at the end. This final 'balloon' payment is based on the vehicle's estimated value at the end of the agreement.
- › Your finance quotation will include the balloon payment.
- › To meet your needs and budget, choose how long the agreement runs for and the deposit (if any) you put down.
- › After paying any deposit, you pay monthly and pay the balloon at the end of the agreement.
- › At the end of the agreement, you have one option:
  - › Keep the vehicle: simply make the balloon payment and the vehicle is yours.

## More you should know

- › You can't return the vehicle at the end of the agreement.
- › Once all payments under the agreement have been made, including the balloon payment, you become the owner of the vehicle.
- › You are required to pay the balloon payment.
- › If you're a limited company, PLC or limited partnership, we can't offer you this agreement.

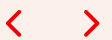
This type of agreement is covered by the [Consumer Credit Act 1974](#), which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.
- › You have the right to terminate the agreement early through Voluntary Termination.



For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Personal Contract Purchase (PCP)

Conditional  
Sale

Conditional  
Sale with a  
Balloon

Personal  
Contract Hire

Add on Loan

Personal  
Contract  
Purchase

## Why it could be right for you

- › Lower monthly payments because the optional final payment is due at the end of the agreement.
- › Fixed interest rate. So you pay the same amount each month for the whole agreement.
- › End of agreement options to keep, return or renew the vehicle.
- › Tailored to how long you want a plan for, and how many miles you do.

## How it works

- › At the start of the agreement, you decide the size of any deposit you put down. You also set the term, and the miles you expect to do each year. All this decides your monthly payments. It also determines the costs you defer and pay at the end of the agreement, known as the optional final payment or a balloon payment.
- › At the end of the agreement, you can either:
  - › Keep the vehicle: simply make the optional final payment and the vehicle is yours.
  - › Return the vehicle: you've nothing more to pay if the vehicle's in good condition and you've only done the miles you agreed.
  - › Renew your vehicle: trade in your current vehicle to pay off the optional final payment, select a new vehicle, and use any remaining value as a deposit for your next vehicle.

## More you should know

- › If you decide to return the vehicle and you go over the estimated annual mileage, you may need to pay an excess mileage charge.
- › If you decide to keep the vehicle, you are required to pay the balloon payment.
- › If you're a limited company, PLC or limited partnership, we can't offer you this agreement.

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.
- › You have the right to terminate the agreement early through Voluntary Termination.

Deposit

Monthly  
repayments

Optional  
final  
payment

For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Personal Contract Hire (PCH)

Conditional  
Sale

Conditional  
Sale with a  
Balloon

Personal  
Contract  
Purchase

Add on Loan

Personal  
Contract  
Hire

## Why it could be right for you

- › Could be your best, hassle-free choice if you just want to use a vehicle, not own it.
- › Pay a fixed monthly rental for the length of the agreement.
- › At the end of the agreement, just return the vehicle to us. So you've no worries about the vehicle's value dropping, or having to sell.

## How it works

- › Set up the agreement to run between 24 months to 48 months.
- › Your agreement will also factor in the miles you expect to do, any extra services you want, and the initial rental you put down.
- › For an extra monthly cost, you can also include fixed-price servicing and maintenance.
- › Pay an initial rental. The more this is, the lower your monthly rental.
- › Pay a monthly rental for the length of the agreement. We guarantee the rental amount stays the same, as long as any government fees or charges that are included, such as Vehicle tax, don't change.
- › At the agreement's end, just return the vehicle to us. If it's in good condition and you've only done the miles you agreed, you've nothing more to pay.

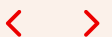
## More you should know

- › You must lease the vehicle for a minimum of 24 months and the maximum term is 48 months (subject to the vehicle type)
- › At the agreement's end, you won't own the vehicle, and you'll have no option to buy it.
- › When you return the vehicle, you'll need to pay for any mileage you've done over what you agreed. You must also keep the vehicle in good condition in line with [British Vehicle Rental and Leasing Association standards](#). If you don't, we may charge a refurbishment fee.
- › You can end the agreement before the agreed end date, if you return the vehicle and pay 50% of the rentals that are left.
- › If you're a limited company, PLC or limited partnership, we can't offer you this agreement.
- › If you choose not to include servicing and maintenance in your monthly rental, then it is the responsibility of the customer to service and maintain the vehicle according to the marker's guidelines (ideally via the franchised dealer network). Failure to do so will lead to a recharge for any work required after the vehicle is collected.



For illustrative purposes only; you must put down an initial rental.

Compare your options



# Add on Loan (AOL)

Conditional  
Sale

Conditional  
Sale with a  
Balloon

Personal  
Contract  
Purchase

Personal  
Contract  
Hire

Add on  
Loan

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Specifically created for financing extras such as, insurance or vehicle accessories.
- › Full ownership of the accessories or services from the start of the agreement.

## How it works

- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## More you should know

- › This type of agreement is exclusive for financing vehicle extras, such as accessories or services. **It cannot be used to finance the purchase of a vehicle.**
- › This type of agreement is not available to corporate entities, e.g. limited companies, PLCs or limited partnerships.
- › If the loan has been used to purchase specific goods, you will **not** have the right to terminate the agreement early (through a Voluntary Termination under the Consumer Credit Act 1974).

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

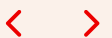
- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Compare your options



|  | Conditional Sale         | Personal Contract Purchase  | Conditional Sale with a balloon | Personal Contract Hire   | Add on Loan                                     |
|--|--------------------------|---|---------------------------------|--|---|
| What deposit percentage do you need?                 | From 0                   | From 0 to 40%   | From 0                          | Initial rentals may be required  | From 0  |
| What is the length of agreement?                     | 1 to 5 years             | 2 to 4 years  | 1 to 4 years                    | 6 months to 4 years  | 6 months to 5 years                             |
| What are your options at the end of your agreement?  | You will own the vehicle | You can own the vehicle, part exchange, or return the vehicle to us | You will own the vehicle        | You will not own the vehicle and must return it at the end of the term | You own the accessories or services immediately |
| Are there any mileage restrictions?                  | ✗                        | ✓   | ✗                               | ✓  | ✗   |
| Are the terms and payments fixed?                    | ✓                        | ✓   | ✓                               | ✓  | ✓   |
| Is a final lump sum payable when the agreement ends? | ✗                        | Optional  | ✓                               | ✗  | ✗   |
| Is VAT payable on the monthly payments?              | ✗                        | ✗   | ✗                               | ✓  | ✗   |
| Is fully comprehensive insurance required?           | ✓                        | ✓   | ✓                               | ✓  | ✓   |



# Options for business customers



## Lease Purchase

- › Conditional Sale designed for business.
- › Pay for a fixed period.
- › Pay the same amount each month.
- › Your business own the vehicle at the end.

Learn more >

## Lease Purchase with a Balloon

- › Conditional Sale with a Balloon designed for business.
- › Pay for a fixed period.
- › Pay the same amount each month (less than with a Lease Purchase).
- › Make a final lump-sum payment.
- › Own the vehicle at the end.

Learn more >

## Contract Purchase

- › At the end of the agreement, choose to retain, part exchange or return the vehicle

Learn more >

## Business Contract Hire

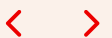
- › Hire agreement designed for business
- › Make an upfront initial rental payment, then regular monthly rentals over a fixed term
- › Ownership not possible

Learn more >

## Add on Loan

- › Personal loan product
- › Pay the same amount each month for a fixed period.
- › Specifically created for financing vehicle extras such as, insurance or vehicle accessories.

Learn more >



# Lease Purchase (LP)

Lease  
Purchase with  
a Balloon

Contract  
Purchase

Business  
Contract Hire

Add on Loan

Lease  
Purchase

## Why it could be right for you

- › Fixed monthly payments over a 1-5 year term.
- › No VAT on monthly payments.
- › No mileage restrictions.

## How it works

- › A simple purchase agreement designed for business users.
- › You set up the deposit and agreement term to meet your budget.
- › You become the legal owner as soon as you've made all payments.
- › After paying any deposit, you make regular monthly payments to cover the amount borrowed plus any interest.
- › Fixed interest rate so you know just how much you'll pay across the term of the agreement.
- › At the end of the agreement, you have one option:
  - › Keep the vehicle: simply make the balloon payment and the vehicle is yours.

Deposit

Monthly repayments

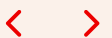
For illustrative purposes only; you can choose to put down no deposit.

Compare your options



## More you should know

- › This is an un-regulated agreement. We secure the agreement against the vehicle. If you don't keep up your repayments, we may take steps to recover the money owed. This may include repossessing the vehicle.
- › Vehicle finance for business can be complex. The right finance plan will depend on several factors including business status, cash flow, other borrowings, and tax planning.
- › We strongly suggest that you seek financial advice before making your decision.
- › You can only get lease purchase if you're a limited company, a PLC, or a limited partnership on an unregulated basis.



# Lease Purchase with a Balloon

Lease  
Purchase

Contract  
Purchase

Business  
Contract Hire

Add on Loan

Lease  
Purchase  
with a  
Balloon

## Why it could be right for you

- › Lower fixed monthly payments.
- › Financing over a shorter term lets you change the vehicle more often.
- › If you'd rather make lower payments across the term, pay a lump sum at the end, based on the vehicle's value at the time.
- › No VAT on monthly payments.
- › No mileage restrictions.

## How it works

- › Flexible purchase agreement for business users only. You set up the deposit and agreement term to meet your budget.
- › After paying any deposit, you make regular monthly payments, plus the balloon payment, to repay the amount borrowed, and any interest.
- › Fixed interest rate so you know just how much you'll pay across the term of the agreement.
- › At the end of the agreement, you have one option:
  - › Keep the vehicle: simply make the balloon payment and the vehicle is yours.

## More you should know

- › This is an un-regulated agreement. We secure the agreement against the vehicle. If you don't keep up your repayments, we may take steps to recover the money owed. This may include repossessing the vehicle.
- › Once all payments under the agreement have been made, including the balloon payment, you become the owner of the vehicle.
- › You are required to pay the balloon payment.
- › Vehicle finance for business can be complex. The right finance plan will depend on several factors including business status, cash flow, other borrowings, and tax planning.
- › We strongly suggest that you seek financial advice before making your decision.
- › You can only get lease purchase with a balloon if you're a limited company, a PLC, or a limited partnership on an unregulated basis.

Deposit

Monthly  
repayments

Final  
balloon  
payment

For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Contract Purchase (CS)

Lease  
Purchase

Lease  
Purchase with  
a Balloon

Business  
Contract Hire

Add on Loan

Contract  
Purchase

## Why it could be right for you

- › A flexible arrangement businesses love for its various options.
- › Fixed monthly payment, so you can budget with confidence.
- › End of agreement options to keep, return or renew the vehicle
- › You agree on any deposit. Combined with the agreement term, this decides your monthly payments.

## How it works

- › At the start of the agreement, you decide the size of any deposit you put down. You also set the term, and the miles you expect to do each year. All this decides your monthly payments. It also determines the costs you defer and pay at the end of the agreement, known as the optional final payment or a balloon payment.
- › At the end of the term, either:
  - › Keep the vehicle. Simply pay the optional final payment, and the vehicle's yours.
  - › Return the vehicle. You've nothing more to pay if the vehicle's in good condition and within the agreed mileage terms.
  - › Renew your vehicle. Trade in your vehicle to pay off the optional final payment, choose another vehicle, and use any remaining value as a deposit for your next vehicle.
  - › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## More you should know

- › This is an un-regulated agreement. We secure the agreement against the vehicle. If you don't keep up your repayments, we may take steps to recover the money owed. This may include repossessing the vehicle.
- › Pay a higher deposit and you reduce the monthly repayments. But it won't change the GFV set at the start of the agreement, or the valuation at the end.
- › If you decide to keep the vehicle you only own it once you've made all payments under the agreement.
- › If you return the vehicle at the end of the agreement and it's done more miles than agreed, you'll need to pay a charge for excess mileage. Also, if you've not kept the vehicle in reasonable condition for its age and mileage, we may charge a refurbishment cost.
- › Vehicle finance for business can be complex. The right finance plan will depend on several factors including business status, cash flow, other borrowings, and tax planning. We strongly suggest that you seek financial advice before making your decision.

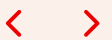
Deposit

Monthly  
repayments

Optional  
final  
payment

For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Business Contract Hire (BCH)

Lease  
Purchase

Lease  
Purchase with  
a Balloon

Contract  
Purchase

Add on Loan

Business  
Contract  
Hire

## Why it could be right for you

- › You've no worries about depreciation or disposing of the vehicle.
- › No VAT on monthly payments.

## How it works

- › You must lease the vehicle for a minimum of 24 months and the maximum term is 48 months (subject to the vehicle type)
- › Your agreement will also factor in the miles you expect to do, any extra services you want, and the initial rental you put down.
- › For an extra monthly cost, you can also include fixed-price servicing and maintenance.
- › Pay an initial rental. The more this is, the lower your monthly rental.
- › At the agreement's end, just return the vehicle to us. If it's in good condition and you've only done the miles you agreed, you've nothing more to pay.
- › This is an un-regulated agreement. Pay a monthly rental for the length of the agreement. We guarantee the rental amount stays the same, as long as any government fees or charges that are included, such as Vehicle tax, don't change.



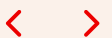
For illustrative purposes only; you must put down an initial rental.

Compare your options



## More you should know

- › Your business won't own the vehicle and there's no option to buy at the end of the contract.
- › If at the end of the contract the vehicle has covered more miles than agreed, you'll need to pay a charge for excess mileage. You must also keep the vehicle in good condition in line with [British Vehicle Rental and Leasing Association standards](#). If you don't, we may charge a refurbishment fee.
- › You can end the agreement before the agreed end date, if you return the vehicle and pay 50% of the rentals that are left.
- › If you choose not to include servicing and maintenance in your monthly rental, then it is the responsibility of the customer to service and maintain the vehicle according to the marker's guidelines (ideally via the franchised dealer network). Failure to do so will lead to a recharge for any work required after the vehicle is collected.



# Add on Loan (AOL)

Lease  
Purchase

Lease  
Purchase with  
a Balloon

Contract  
Purchase

Business  
Contract Hire

Add on  
Loan

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Specifically created for financing extras such as, insurance or vehicle accessories.
- › Full ownership of the accessories or services from the start of the agreement.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



## How it works

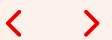
- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## More you should know

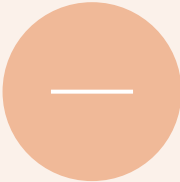
- › This type of agreement is exclusive for financing vehicle extras, such as accessories or services. **It cannot be used to finance the purchase of a vehicle.**
- › This type of agreement is not available to corporate entities, e.g. limited companies, PLCs or limited partnerships.
- › If the loan has been used to purchase specific goods, you will **not** have the right to terminate the agreement early (through a Voluntary Termination under the Consumer Credit Act 1974).

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.



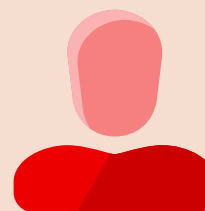
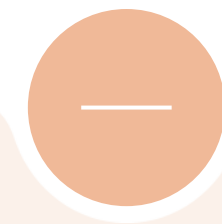
# Compare your options



|  | Lease Purchase           | Contract Purchase   | Lease Purchase with a balloon | Business Contract Hire   | Add on Loan                                     |
|--|--------------------------|---|-------------------------------|--|---|
| What deposit percentage do you need?                 | From 0                   | From 0 to 40 %  | From 0                        | Initial rentals may be required  | From 0  |
| What is the length of agreement?                     | 1 to 5 years             | 2 to 4 years  | 1 to 4 years                  | 6 months to 4 years  | 6 months to 5 years                             |
| What are your options at the end of your agreement?  | You will own the vehicle | You can own the vehicle, part exchange, or return the vehicle to us | You will own the vehicle      | You will not own the vehicle and must return it at the end of the term | You own the accessories or services immediately |
| Are there any mileage restrictions?                  | ✗                        | ✓   | ✗                             | ✓  | ✗   |
| Are the terms and payments fixed?                    | ✓                        | ✓   | ✓                             | ✓  | ✓   |
| Is a final lump sum payable when the agreement ends? | ✗                        | Optional  | ✓                             | ✗  | ✗   |
| Is VAT payable on the monthly payments?              | ✗                        | ✗   | ✗                             | ✗  | ✗   |
| Is fully comprehensive insurance required?           | ✓                        | ✓   | ✓                             | ✓  | ✓   |



# Finance a Motorcycle



**Personal Customers**

# Options for personal customers



## Purchase Plan

- › Pay for a fixed period.
- › Pay the same amount each month.
- › Own the vehicle at the end.

Learn more >

Watch video >

## Personal Contract Purchase

- › Choose to keep, renew or return the vehicle at the end.
- › Also known as PCP.

Learn more >

Watch video >

## Add on Loan

- › Personal loan product
- › Pay the same amount each month for a fixed period.
- › Specifically created for financing vehicle extras such as, insurance or vehicle accessories

Learn more >

Watch video >



# Purchase Plan (PP)

Personal  
Contract  
Purchase

Add on Loan

Purchase  
Plan

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Own the vehicle at the end of the agreement.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## How it works

- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › If you wish to put down a deposit, you have three options:
  1. Trade in your existing vehicle (part exchange) and put this towards the deposit.
  2. Put down a cash deposit.
  3. Trade in your vehicle (part exchange) and add a cash contribution towards the deposit.
- › At the end of the agreement, you have one option: To keep the vehicle.

## More you should know

- › The smaller the deposit you put down, the more chance you have of going into negative equity. This is when the value of the vehicle becomes less than the balance you owe on the loan you secured against it.
- › Following an accepted application, Santander Consumer will fulfil your Purchase Plan as either a Conditional Sale Agreement or a Fixed Sum Loan. **Fixed Sum Loan:** You own the vehicle right from the start of the loan. You will have no right to terminate the agreement early (under a voluntary termination through the Consumer Credit Act 1974). You may only use the loan for the purchase of the agreed vehicle. **Conditional Sale:** The agreement is secured against the vehicle. If you miss your repayments, we may need to take steps to recover the outstanding balance, which could include repossession of the vehicle. Ownership of the vehicle will be transferred to you once all payments under the agreement have been completed. You have the right to terminate the agreement early through Voluntary Termination.
- › This type of agreement is covered by the **Consumer Credit Act 1974**, which means:
  - › You can pay off lump sum amounts during the agreement.
  - › You can settle the agreement early by repaying the required amount.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Personal Contract Purchase (PCP)

Purchase Plan

Add on Loan

Personal  
Contract  
Purchase

## Why it could be right for you

- › Lower monthly payments because the optional final payment is due at the end of the agreement.
- › Fixed interest rate. So you pay the same amount each month for the whole agreement.
- › End of agreement options to keep, return or renew the vehicle.
- › Tailored to how long you want a plan for, and how many miles you do.

## How it works

- › At the start of the agreement, you decide the size of any deposit you put down. You also set the term, and the miles you expect to do each year. All this decides your monthly payments. It also determines the costs you defer and pay at the end of the agreement, known as the optional final payment or a balloon payment.
- › At the end of the agreement, you can either:
  - › Keep the vehicle: simply make the optional final payment and the vehicle is yours.
  - › Return the vehicle: you've nothing more to pay if the vehicle's in good condition and you've only done the miles you agreed.
  - › Renew your vehicle: trade in your current vehicle to pay off the optional final payment, select a new vehicle, and use any remaining value as a deposit for your next vehicle.

## More you should know

- › If you decide to return the vehicle and you go over the estimated annual mileage, you may need to pay an excess mileage charge.
- › If you decide to keep the vehicle, you are required to pay the balloon payment.
- › If you're a limited company, PLC or limited partnership, we can't offer you this agreement.

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.
- › You have the right to terminate the agreement early through Voluntary Termination.

Deposit

Monthly  
repayments

Optional  
final  
payment

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Add on Loan (AOL)

Purchase Plan

Personal  
Contract  
Purchase

Add on  
Loan

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Specifically created for financing extras such as, insurance and vehicle accessories.
- › Full ownership of the accessories or services from the start of the agreement.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



## How it works

- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## More you should know

- › This type of agreement is exclusive for financing vehicle extras, such as accessories or services. **It cannot be used to finance the purchase of a vehicle.**
- › This type of agreement is not available to corporate entities, e.g. limited companies, PLCs or limited partnerships.
- › If the loan has been used to purchase specific goods, you will **not** have the right to terminate the agreement early (through a Voluntary Termination under the Consumer Credit Act 1974).

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.

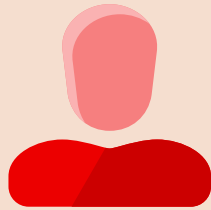
# Compare your options



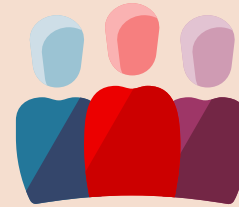
|  | Purchase Plan            | Personal Contract Purchase  | Add on Loan                                     |
|--|--------------------------|---|---|
| What deposit percentage do you need?                 | From 0                   | From 0 to 40%   | From 0  |
| What is the length of agreement?                     | 2 to 5 years             | 2 to 4 years  | 6 months to 5 years                             |
| What are your options at the end of your agreement?  | You will own the vehicle | You can own the vehicle, part exchange, or return the vehicle to us | You own the accessories or services immediately |
| Are there any mileage restrictions?                  | ✗                        | ✓   | ✗   |
| Are the terms and payments fixed?                    | ✓                        | ✓   | ✓   |
| Is a final lump sum payable when the agreement ends? | ✗                        | Optional  | ✗   |
| Is VAT payable on the monthly payments?              | ✗                        | ✗   | ✗   |
| Is fully comprehensive insurance required?           | ✓                        | ✓   | ✓   |



# Finance a Light Commercial Vehicle



**Personal Customers**



**Business Customers**

# Options for personal customers



## Conditional Sale

- › Pay for a fixed period.
- › Pay the same amount each month.
- › Own the vehicle at the end.

Learn more >

Watch video >

## Conditional Sale with a Balloon

- › Choose to keep, renew or return the vehicle at the end.
- › Also known as PCP.

Learn more >

Watch video >

## Personal Contract Hire

- › Pay an initial rental at the start.
- › Pay the same amount each month for a fixed period.
- › Return the vehicle at the end.
- › Also known as PCH.

Learn more >

Watch video >

## Add on Loan

- › Personal loan product
- › Pay the same amount each month for a fixed period.
- › Specifically created for financing vehicle extras such as, insurance or vehicle accessories

Learn more >

Watch video >



# Conditional Sale (CS)

Conditional  
Sale with a  
Balloon

Personal  
Contract Hire

Add on Loan

Conditional  
Sale

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Own the vehicle at the end of the agreement.

## How it works

- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.
- › If you wish to put down a deposit, you have three options:
  1. Trade in your existing vehicle (part exchange) and put this towards the deposit.
  2. Put down a cash deposit.
  3. Trade in your vehicle (part exchange) and add a cash contribution towards the deposit.
- › At the end of the agreement, you have one option: To keep the vehicle.

## More you should know

- › The smaller the deposit you put down, the more chance you have of going into negative equity. This is when the value of the vehicle becomes less than the balance you owe on the loan you secured against it.
- › The agreement is secured against the vehicle. If you miss your repayments, we may need to take steps to recover the outstanding balance, which could include repossession of the vehicle. Ownership of the vehicle will be transferred to you once all payments under the agreement have been completed.

This type of agreement is covered by the [Consumer Credit Act 1974](#), which means:

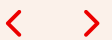
- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.
- › You have the right to terminate the agreement early through Voluntary Termination.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Conditional Sale with a Balloon

Conditional  
Sale

Personal  
Contract Hire

Add on Loan

Conditional  
Sale with a  
Balloon

## Why it could be right for you

- › Pay less each month, compared to our Conditional Sale.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.
- › Gives you the option to finance your vehicle for a shorter term if you want.

## How it works

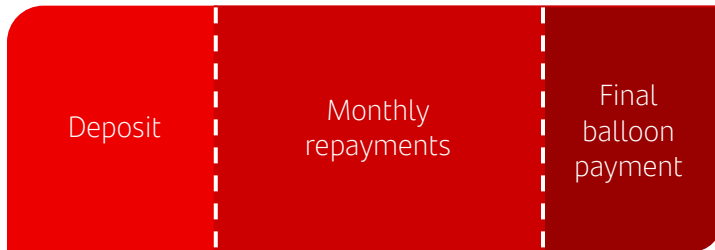
- › Your monthly payments are lower because you pay the remaining balance at the end. This final 'balloon' payment is based on the vehicle's estimated value at the end of the agreement.
- › Your finance quotation will include the balloon payment.
- › To meet your needs and budget, choose how long the agreement runs for and the deposit (if any) you put down.
- › After paying any deposit, you pay monthly and pay the balloon at the end of the agreement.
- › At the end of the agreement, you have one option:
  - › Keep the vehicle: simply make the balloon payment and the vehicle is yours.

## More you should know

- › You can't return the vehicle at the end of the agreement.
- › Once all payments under the agreement have been made, including the balloon payment, you become the owner of the vehicle.
- › You are required to pay the balloon payment.
- › If you're a limited company, PLC or limited partnership, we can't offer you this agreement.

This type of agreement is covered by the [Consumer Credit Act 1974](#), which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.
- › You have the right to terminate the agreement early through Voluntary Termination.



For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Personal Contract Hire (PCH)

Conditional  
Sale

Conditional  
Sale with a  
Balloon

Add on Loan

Personal  
Contract  
Hire

## Why it could be right for you

- › Could be your best, hassle-free choice if you just want to use a vehicle, not own it.
- › Pay a fixed monthly rental for the length of the agreement.
- › At the end of the agreement, just return the vehicle to us. So you've no worries about the vehicle's value dropping, or having to sell.

## How it works

- › Set up the agreement to run between 6 months to 48 months.
- › Your agreement will also factor in the miles you expect to do, any extra services you want, and the initial rental you put down.
- › For an extra monthly cost, you can also include fixed-price servicing and maintenance.
- › Pay an initial rental. The more this is, the lower your monthly rental.
- › Pay a monthly rental for the length of the agreement. We guarantee the rental amount stays the same, as long as any government fees or charges that are included, such as Vehicle tax, don't change.
- › At the agreement's end, just return the vehicle to us. If it's in good condition and you've only done the miles you agreed, you've nothing more to pay.

## More you should know

- › You must lease the vehicle for a minimum of 6 months and the maximum term is 48 months (subject to the vehicle type)
- › At the agreement's end, you won't own the vehicle, and you'll have no option to buy it.
- › When you return the vehicle, you'll need to pay for any mileage you've done over what you agreed. You must also keep the vehicle in good condition in line with [British Vehicle Rental and Leasing Association standards](#). If you don't, we may charge a refurbishment fee.
- › You can end the agreement before the agreed end date, if you return the vehicle and pay 50% of the rentals that are left.
- › If you're a limited company, PLC or limited partnership, we can't offer you this agreement.
- › If you choose not to include servicing and maintenance in your monthly rental, then it is the responsibility of the customer to service and maintain the vehicle according to the marker's guidelines (ideally via the franchised dealer network). Failure to do so will lead to a recharge for any work required after the vehicle is collected.



For illustrative purposes only; you must put down an initial rental.

Compare your options



# Add on Loan (AOL)

Conditional  
Sale

Conditional  
Sale with a  
Balloon

Personal  
Contract Hire

Add on  
Loan

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Specifically created for financing extras such as, insurance and vehicle accessories.
- › Full ownership of the accessories or services from the start of the agreement.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



## How it works

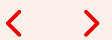
- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## More you should know

- › This type of agreement is exclusive for financing vehicle extras, such as accessories or services. **It cannot be used to finance the purchase of a vehicle.**
- › This type of agreement is not available to corporate entities, e.g. limited companies, PLCs or limited partnerships.
- › If the loan has been used to purchase specific goods, you will **not** have the right to terminate the agreement early (through a Voluntary Termination under the Consumer Credit Act 1974).

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.



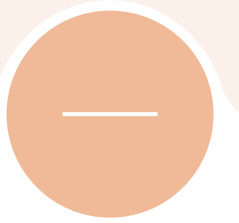
# Compare your options



|  | Conditional Sale         | Conditional Sale with a balloon | Personal Contract Hire   | Add on Loan                                     |
|--|--------------------------|---------------------------------|--|---|
| What deposit percentage do you need?                 | From 0                   | From 0                          | Initial rentals may be required  | From 0  |
| What is the length of agreement?                     | 1 to 5 years             | 1 to 4 years                    | 6 months to 4 years  | 6 months to 5 years                             |
| What are your options at the end of your agreement?  | You will own the vehicle | You will own the vehicle        | You will not own the vehicle and must return it at the end of the term | You own the accessories or services immediately |
| Are there any mileage restrictions?                  | ✗                        | ✗                               | ✓  | ✗   |
| Are the terms and payments fixed?                    | ✓                        | ✓                               | ✓  | ✓   |
| Is a final lump sum payable when the agreement ends? | ✗                        | ✓                               | ✗  | ✗   |
| Is VAT payable on the monthly payments?              | ✗                        | ✗                               | ✓  | ✗   |
| Is fully comprehensive insurance required?           | ✓                        | ✓                               | ✓  | ✓   |



# Options for business customers



## Lease Purchase

- › Conditional Sale designed for business.
- › Pay for a fixed period.
- › Pay the same amount each month.
- › Your business own the vehicle at the end.

Learn more >

## Lease Purchase with a Balloon

- › Conditional Sale with a Balloon designed for business.
- › Pay for a fixed period.
- › Pay the same amount each month (less than with a Lease Purchase).
- › Make a final lump-sum payment.
- › Own the vehicle at the end.

Learn more >

## Business Contract Hire

- › Hire agreement designed for business
- › Make an upfront initial rental payment, then regular monthly rentals over a fixed term
- › Ownership not possible

Learn more >

## Add on Loan

- › Personal loan product
- › Pay the same amount each month for a fixed period.
- › Specifically created for financing vehicle extras such as, insurance or vehicle accessories.

Learn more >



# Lease Purchase (LP)

Lease  
Purchase with  
a Balloon

Business  
Contract Hire

Add on Loan

Lease  
Purchase

## Why it could be right for you

- › Fixed monthly payments over a 1-5 year term
- › No VAT on monthly payments
- › No mileage restrictions

## How it works

- › A simple purchase agreement designed for business users.
- › You set up the deposit and agreement term to meet your budget.
- › You become the legal owner as soon as you've made all payments.
- › After paying any deposit, you make regular monthly payments to cover the amount borrowed plus any interest.
- › Fixed interest rate so you know just how much you'll pay across the term of the agreement.
- › At the end of the agreement, you have one option:
  - › Keep the vehicle: simply make the balloon payment and the vehicle is yours.

## More you should know

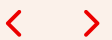
- › This is an un-regulated agreement. We secure the agreement against the vehicle. If you don't keep up your repayments, we may take steps to recover the money owed. This may include repossessing the vehicle.
- › Vehicle finance for business can be complex. The right finance plan will depend on several factors including business status, cash flow, other borrowings, and tax planning.
- › We strongly suggest that you seek financial advice before making your decision.
- › You can only get lease purchase if you're a limited company, a PLC, or a limited partnership on an unregulated basis.

Deposit

Monthly repayments

For illustrative purposes only; you can choose to put down no deposit.

Compare your options



# Lease Purchase with a Balloon

Lease  
Purchase

Business  
Contract Hire

Add on Loan

Lease  
Purchase  
with a  
Balloon

## Why it could be right for you

- › Lower fixed monthly payments.
- › Financing over a shorter term lets you change the vehicle more often.
- › If you'd rather make lower payments across the term, pay a lump sum at the end, based on the vehicle's value at the time.
- › No VAT on monthly payments.
- › No mileage restrictions.

## How it works


- › Flexible purchase agreement for business users only. You set up the deposit and agreement term to meet your budget.
- › After paying any deposit, you make regular monthly payments, plus the balloon payment, to repay the amount borrowed, and any interest.
- › Fixed interest rate so you know just how much you'll pay across the term of the agreement.
- › At the end of the agreement, you have one option:
  - › Keep the vehicle: simply make the balloon payment and the vehicle is yours.

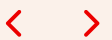
## More you should know

- › This is an un-regulated agreement. We secure the agreement against the vehicle. If you don't keep up your repayments, we may take steps to recover the money owed. This may include repossessing the vehicle.
- › Once all payments under the agreement have been made, including the balloon payment, you become the owner of the vehicle.
- › You are required to pay the balloon payment.
- › Vehicle finance for business can be complex. The right finance plan will depend on several factors including business status, cash flow, other borrowings, and tax planning.
- › We strongly suggest that you seek financial advice before making your decision.
- › You can only get lease purchase with a balloon if you're a limited company, a PLC, or a limited partnership on an unregulated basis.



For illustrative purposes only; you can choose to put down no deposit.

Compare your options 



# Business Contract Hire (BCH)

Lease  
Purchase

Lease  
Purchase with  
a Balloon

Add on Loan

Business  
Contract  
Hire

## Why it could be right for you

- › You've no worries about depreciation or disposing of the vehicle.
- › Pay an initial rental. The more this is, the lower your monthly rental.
- › No VAT on monthly payments.

## How it works

- › You must lease the vehicle for a minimum of 24 months and the maximum term is 48 months (subject to the vehicle type)
- › Your agreement will also factor in the miles you expect to do, any extra services you want, and the initial rental you put down.
- › For an extra monthly cost, you can also include fixed-price servicing and maintenance.
- › At the agreement's end, just return the vehicle to us. If it's in good condition and you've only done the miles you agreed, you've nothing more to pay.
- › This is an un-regulated agreement. Pay a monthly rental for the length of the agreement. We guarantee the rental amount stays the same, as long as any government fees or charges that are included, such as Vehicle tax, don't change.

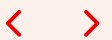
## More you should know

- › Your business won't own the vehicle and there's no option to buy at the end of the contract.
- › If at the end of the contract the vehicle has covered more miles than agreed, you'll need to pay a charge for excess mileage. You must also keep the vehicle in good condition in line with [British Vehicle Rental and Leasing Association standards](#). If you don't, we may charge a refurbishment fee.
- › You can end the agreement before the agreed end date, if you return the vehicle and pay 50% of the rentals that are left.
- › If you choose not to include servicing and maintenance in your monthly rental, then it is the responsibility of the customer to service and maintain the vehicle according to the marker's guidelines (ideally via the franchised dealer network). Failure to do so will lead to a recharge for any work required after the vehicle is collected.



For illustrative purposes only; you must put down an initial rental.

Compare your options



# Add on Loan (AOL)

Lease  
Purchase

Lease  
Purchase with  
a Balloon

Business  
Contract Hire

Add on  
Loan

## Why it could be right for you

- › Budget with confidence, knowing the rate of interest we charge, and your monthly payments, stay the same.
- › Specifically created for financing extras such as, insurance and vehicle accessories.
- › Full ownership of the accessories or services from the start of the agreement.

Deposit

Monthly repayments

\*For illustrative purposes only; you can choose to put down no deposit.

Compare your options



## How it works

- › To meet your needs and budget, set up how long the agreement runs for and the deposit (if any) you put down.
- › Fixed interest rate. So, after paying any deposit, you pay the same amount each month for the whole agreement. This covers the amount you borrowed and interest.

## More you should know

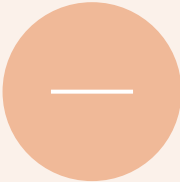
- › This type of agreement is exclusive for financing vehicle extras, such as accessories or services. **It cannot be used to finance the purchase of a vehicle.**
- › This type of agreement is not available to corporate entities, e.g. limited companies, PLCs or limited partnerships.
- › If the loan has been used to purchase specific goods, you will **not** have the right to terminate the agreement early (through a Voluntary Termination under the Consumer Credit Act 1974).

This type of agreement is covered by the **Consumer Credit Act 1974**, which means:

- › You can pay off lump sum amounts during the agreement.
- › You can settle the agreement early by repaying the required amount.



# Compare your options



|  | Lease Purchase           | Lease Purchase with a balloon | Business Contract Hire   | Add on Loan                                     |
|--|--------------------------|-------------------------------|--|---|
| What deposit percentage do you need?                 | From 0                   | From 0                        | Initial rentals may be required  | From 0  |
| What is the length of agreement?                     | 1 to 5 years             | 1 to 4 years                  | 6 months to 4 years  | 6 months to 5 years                             |
| What are your options at the end of your agreement?  | You will own the vehicle | You will own the vehicle      | You will not own the vehicle and must return it at the end of the term | You own the accessories or services immediately |
| Are there any mileage restrictions?                  | ✗                        | ✗                             | ✓  | ✗   |
| Are the terms and payments fixed?                    | ✓                        | ✓                             | ✓  | ✓   |
| Is a final lump sum payable when the agreement ends? | ✗                        | ✓                             | ✗  | ✗   |
| Is VAT payable on the monthly payments?              | ✗                        | ✗                             | ✗  | ✗   |
| Is fully comprehensive insurance required?           | ✓                        | ✓                             | ✓  | ✓   |

