Novated Lease Quote 2192382

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NAME
Sarah Sample

EMPLOYER
Landers & Rogers

GROSS SALARY
$175,000.00

Lease term: **48 months** (46 finance repayments)
Estimated kms per year: **20,000**

YOUR DEDICATED CONSULTANT
Clarry Coster 02 8188 8229
clarry.coster@smartleasing.com.au

Your new car

BUILD YEAR	2023	**BODY TYPE**	Ute
MAKE	Ford	**SEATS**	5
MODEL	Ranger	**PAYLOAD**	xxxx
VARIANT	Performance		
COLOUR	Blue		
TRANSMISSION	Reduction Gear	**INTERIOR**	xxxxx
NEW/USED	New	**ANCAP RATING**	★★★★★
FUEL TYPE	Petrol	**FUEL ECONOMY**	xxxxxxx
CARBON EMISSION	Best (0g/km)	Comb Average(180g/km)	Worst (220+g/km)
ACCESSORIES/OPTIONS			

Carpet Mats, Metallic Paints, Window Tint
Carpet Mats, Metallic Paints, Window Tint
Carpet Mats, Metallic Paints, Window Tint

You Save
$54,930.43

GST saving on purchase price	$XXXX.XX
GST saving on running costs	$XXXX.XX
Income tax saving	$XXXX.XX

You Pay
(fortnightly after tax savings)
$550.33

Includes $911.50 of value (BUDGETED FORTNIGHTLY EX GST)

LEASE PAYMENT	$658.28
MAINTENANCE	$42.81
TYRES	$25.85
REGISTRATION & CTP	$27.69
COMPREHENSIVE INSURANCE – VERO	$75.75
FUEL	$52.50
ROADSIDE ASSISTANCE – NRMA	$25.85
ADMIN FEE	$6.29
CARBON OFFSET PROGRAM	$2.48
LUXURY VEHICLE ADJUSTMENT	$X.XX

Total annual budget $xxxxx.xx. Any unused amounts will remain in your novated lease account for future payments. Budgets are flexible and can be adjusted throughout the lease term.

What's next?

Complete your credit application
Have your recent payslip and identification ready
CLICK HERE

Your consultant Clarry will contact you to finalise your car

Drive away and save

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Lease details

Quote type	Employee Contribution Method
FBT Base Value	$61,300.00
Effective interest rate^	20%
Depreciation Amount	$XX

		Your Current Payslip WITHOUT NOVATED LEASE	Your New Payslip (estimated) WITH NOVATED LEASE
	Gross Salary	$2,871.85	$2,871.85
(A)	Pre-tax deduction	$0.00	$844.65
	Taxable Income~	$2871.85	$2,027.22
	Tax	$626.00	$322.00
(B)	Post-tax deduction	$0.00	$0.00
	Take Home Pay#	**$2,245.98**	**$1,695.22**
(C)	Income tax saving (fortnightly)	$0.00	$XX.XX

NEED TO SELL YOUR EXISTING CAR?

You pay Salary (A) + (B) - (C) **$XXX.XX** (fortnightly after tax savings)

~ Based on the salary provided. # The deductions can vary due to the start date of your lease.

Insurance and service details

COMPREHENSIVE INSURANCE -VERO
Refer to included value
All drivers covered. Includes 'New for New'. 24/7 claiming.
More Info

MOST POPULAR
LEASE PROTECTION INSURANCE
Protect yourself from unexpected life events. **$xx.xx** (per pay).
More Info

MOST POPULAR
SMALL DAMAGE REPAIR
Interior and exterior repairs. Mobile service. Just $50 per repair, and **$15** (per pay).
More Info

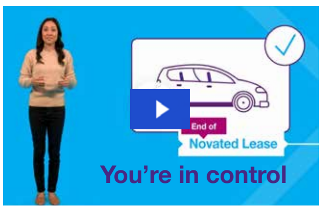
TYRE & WHEEL INSURANCE
Covered for 3 years
Protect your tyres and wheels from damage and punctures. **$xx.xx** (per pay).
More Info

TOTAL ASSIST INSURANCE
Protect yourself against financial loss (up to $5,000) **$xx.xx** (per pay).
More Info

PLATINUM WARRANTY INSURANCE
Manufacturer's style warranty. Covers over 4000 components. **$xx.xx** (per pay).
More Info

DISPOSAL PROGRAM
End to end car sales service. **$xx.xx** (per pay).
More Info

When your lease ends you have 3 options:



MOST POPULAR
A
Upgrade
Upgrade your car using our disposal program.

RedBook estimated trade in value
$XX at the end of lease

B
Extend your lease
Refinance and extend your lease.

$XX Refinanced amount

C
Pay out your lease
Pay off the balloon (residual) and **keep** your car.

PAID

$XX Balloon (Residual) (inc GST)

Need to exit your lease early? You can pay out your lease early.‡ Ask your consultant Clarry for more information.

What happens if you change employers during the lease? If your new employer agrees, they can take over the lease. Or, you can pay the finance payments directly to your financier.

‡ Subject to financiers early termination fees.

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Terms and Conditions

I ACKNOWLEDGE THAT:

- Smartleasing calculations are designed to be a guide only to the tax savings I may achieve from a Novated Lease. Eligible Electric and low emission vehicles that are exempt from FBT will still have a Reportable Fringe Benefit Tax amount that can have implications on payments such as HECS/HELP payments, child support payments, as well as possible implications for some family tax benefits. If this impacts you, you may wish to speak to your payroll department to understand the impact on your pay and/ or seek independent financial advice
- If I am salary packaging other benefits, they will not be factored into this Novated Lease quote. All information provided by Smartleasing is general in nature and does not consider my personal financial circumstances.
- The running cost budgets on page 2 are an estimate only based on the type of car and forecast annual kilometers. I am responsible for actual costs. Where actual costs exceed the budgeted allocation, Smartleasing will increase the annual allocation to ensure that the account is always cash positive. I understand that I will be required to fund all shortfalls as per my employer and Smartleasing's Managed Lease Terms and conditions.
- Any surplus monies at lease end will be paid back as taxable salary via your employer. Pre-tax funds held by Smartsalary cannot directly go towards meeting the residual or early payout.
- Included in my maintenance allocation is a monthly fee of $ 15.40 (Including GST) that will cover all aspects of vehicle maintenance pre-authorisation program (VMP). A zero allocation means that I will NOT benefit from discounted tyres, servicing, windscreens, batteries and all other maintenance items at selected service providers Australia wide.
- The amount financed $61077.46 incorporates all aftermarket items listed on page 1 as part of "Your vehicle details" in addition to insurances & services displayed on page 2 under "Insurance and Service details" except Smartleasing Roadside Assistance and Vero Comprehensive Insurance which are factored in my running costs budgets. Where eligible, such costs are net of GST. It is noted that the amount financed value will differ from the FBT base value mentioned on page2 under "Fringe benefits tax details"
- The amount financed includes a documentation fee of $506.00 (incl. GST) which is passed on by Smartleasing and the financier.
- If the delivery date of my vehicle changes from the original estimated delivery date, Smartleasing will endeavour to source a remedy from parties responsible but make no representation that such remedies will be achieved.
- Smartleasing may receive commissions of up to 20.6% of the insurance premium on warranty, membership and insurance products facilitated by Smartleasing. Smartleasing may also receive administration fees as part of the VERO Comprehension Insurance policy. Other volume rebates and incentives could be received by Smartleasing as part of providing its novated leasing services. These volume rebates and incentives are linked to targets and performance hurdles set by suppliers. They are based on Smartleasing's overall performance across all of its clients rather than any specific client or transaction and will vary from time to time.
- FBT or employee contributions (ECM) will be deducted based on estimates. (Annual kilometers and the FBT Base value). Where my actual kilometers vary, or deductions are insufficient, I will be required to fund all shortfalls (As per the employer and Smartsalary terms and conditions).
- The FBT year is from April 1 through to March 31. If my Novation starts mid-way through the year my kilometers and contribution will be pro-rated from the day I collect my car until March 31. If I finish my lease before the end of the FBT year my kilometers and contribution will be pro-rated for the period that the vehicle was held during the FBT year. Days for which the vehicle is unavailable during a year do not represent a reduction in annual kilometers.
- These figures do not represent actual payroll deductions, actual deductions will vary based on the lease dependent upon the number of remaining pay periods in the FBT year.
- By signing this quote, I agree with all the terms set out in this quote. If Smartleasing is procuring my vehicle, I am instructing Smartleasing to order my new vehicle, once my finance is approved. If I choose later to cancel this order, I agree to pay Smartleasing all costs it incurs or is liable to pay to third parties as a result of my order cancellation, including:
  A. all costs associated with the supply and fitting of accessories or aftermarket products and
  B. a cancellation charge of up to 10% (5% if you are in WA) of the purchase price of the vehicle
- In the event that there is a price increase of more than 10% of the purchase price of the vehicle after I have signed this quote, I understand that I am able to cancel without any liability
- Figures in this quote are based on manufacturer and financier pricing and are valid up to 5p.m on the last business day of the quoted month. In the event there are any changes to any of the following: Manufacturer List Price, Discounts, Government Statutory Charges, lease rentals or financier rate charges prior to lease settlement then you will be required to sign a new Smartleasing quote. Cancellation based on any price changes once an order has been placed will not be accepted and charges outlined above would still apply. In the event the model quoted is superseded by a new model then a new Smartleasing quote may be required and figures may change. I have carefully reviewed the information provided and agree that if any details are incorrect Smartleasing accepts no liability for the cost of modification to the order.
- The AFIA Wear and Tear guide can be found here https://www.smartleasing.com.au/sites/default/files/AFIA_FairWear%26TearGuide_Aug2021.pdf
- The details provided on page 2 regarding the net impact to my take home pay are based on the FBT statutory formula method. I hereby declare that I have fully considered the tax treatment of my novated lease and the impact this will have on my financial circumstances, and I agree that Smartleasing will not be liable for any costs, taxes or penalties I incur as a result of any future change to the FBT rules as they apply to car fringe benefits, other than as provided in these terms and conditions and to the extent permitted by law
- Smartleasing may charge and receive Administration Fees from their Dealer Network as part of the vehicle sourcing process.
- If I elect to participate in the Smartleasing' s Vehicle Disposal Program (VDP), Smartleasing may charge and receive fees and charges as part of the disposal process, which are disclosed in more detail in the VDP Terms and Conditions.
- I understand that Novated leases are fixed term contracts, they are not intended to be paid out prior to the end of term. If paid out early, the payout amount may sometime be higher than the market value of the vehicle.
- Smartleasing's Lease Terms and Conditions can be found by visiting https://www.smartsalary.com.au/terms-and-conditions

* Annual employee post-tax contribution will represent the amount exceeding your salary packaging cap

^ Documentation Fees and Brokerage are included as part of this rate.

**Represent the premium charges for the term of the insurance policies or the term of the services that are selected.

\# GST credits will be held in your salary packaging balance based on your employers policy. Out of pocket and New Take Home Pay are shown after the GST credit is returned to you through your payroll.

SIGN HERE
PLEASE RETURN ALL 3 PAGES

Your Signature

Date
_____ / _____ / _____