YOUR NEW CAR

Find the right finance product for you with a range of options from International Motors Finance.

Drive away in your new or used car with a finance arrangement that is right for you. You might not even need a deposit, and our interest rates are fixed for the duration of the agreement so you can budget more easily. Our range of finance choices means you can find the right one to suit you.

LET’S TAKE A CLOSER LOOK AT YOUR OPTIONS...

We are a leading provider of car finance with over 20 years experience, with a range of hire purchase and contract hire products.
Car finance helps to spread the cost of a new or used car. Instead of paying the full amount upfront, you pay monthly with interest. Our dealerships offer a range of finance products to suit individual preferences and circumstances, such as Hire Purchase, Personal Contract Purchase, Personal Contract Hire, and Lease Purchase.

Finance is subject to status and is only available to UK residents aged 18 and over. Finance provided by Subaru Finance, Isuzu Finance and Great Wall Finance trading as International Motors Finance Limited, Charterhall House, Charterhall Drive, Chester, Cheshire, CH88 3AN.
HOW DOES IT WORK?

THE PRODUCTS
Each of these products works a little differently, but in general terms the finance company will buy the car on your behalf and then you will repay the amount borrowed with interest.

YOUR OPTIONS
The choice is yours:
- Own the vehicle at the end of the agreement (except Contract Hire)
- Or driving a new model for a set term, handing it back at the end.* This is an option under Personal Contract Purchase (PCP*) and is the only option available under Contract Hire.

PAYMENT DURATION
You would typically pay a deposit, and make monthly payments from 1-5 years to tailor the finance to meet your budget. The finance agreement is secured against the vehicle for the duration of the agreement which means the car will be owned by the finance company (not the motor dealer) until the final payment has been made, except in the case of Contract Hire products where there is no option to own the vehicle.

*Under our PCP product, you have the option at the end of the agreement to return the vehicle and not pay the final lump sum payment. If the vehicle is in good condition and has not exceeded the allowed mileage you will have nothing further to pay. If the vehicle has exceeded the allowed mileage a charge for excess mileage will apply.
## OUR PRODUCTS

<table>
<thead>
<tr>
<th>Deposit Required</th>
<th>Hire Purchase</th>
<th>Personal Contract Purchase (PCP)</th>
<th>Lease Purchase</th>
<th>Contract Hire/Personal Contract Hire</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flexible Deposit Options - 0% deposit may be available - subject to status</td>
<td>Flexible Deposit Options - 0% deposit may be available - subject to status</td>
<td>Flexible Deposit Options - 0% deposit may be available - subject to status</td>
<td>Advance Rental of 1 – 12 months</td>
<td></td>
</tr>
<tr>
<td>Maximum Age of Car at the End of the Agreement</td>
<td>14 years*** old</td>
<td>7 years old</td>
<td>6 years old</td>
<td>5 years old</td>
</tr>
<tr>
<td>Length of the Agreement</td>
<td>1 – 5 years</td>
<td>2 – 4 years</td>
<td>2 – 4 years</td>
<td>2 – 5 years</td>
</tr>
<tr>
<td>Ownership Options at the End of the Agreement</td>
<td>You own the car, you can still part exchange **</td>
<td>• Part exchange**</td>
<td>• Part exchange**</td>
<td>• Return the Car</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Pay the outstanding lump sum to own the car</td>
<td>• Pay the outstanding lump sum to own the car</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Return the car (under the goods return option)*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed Payments</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>No Mileage Restrictions</td>
<td>✓</td>
<td>x</td>
<td>✓</td>
<td>x</td>
</tr>
<tr>
<td>Optional Maintenance Cover</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>✓</td>
</tr>
<tr>
<td>Final Lump Sum Payment at the End of the Agreement</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Fully Comprehensive Insurance Required</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

*You have the option at the end of the agreement to return the vehicle and not pay the final lump sum payment. If the vehicle is in good condition and has not exceeded the allowed mileage you will have nothing further to pay. If the vehicle has exceeded the allowed mileage a charge for excess mileage will apply.

**Part exchange is subject to settlement of your existing finance agreement, new finance agreements are subject to status

***Some exceptions apply
International Motors Finance Hire Purchase could help you buy your dream car while spreading the cost. Agree an initial deposit with the dealer and your agreement term and monthly payment amount then the dealer will submit the finance application to us and subject to your application being approved, you can just drive it away – and after you’ve made all the payments including the interest the car’s all yours.

THE CAR YOU WANT AND PAYMENTS TO SUIT YOUR BUDGET – WITH INTERNATIONAL MOTORS FINANCE…

HIRE PURCHASE

How it works
HIRE PURCHASE

HOW IT WORKS

- Borrow any amount from £1,000 for new or used cars
- Cars up to 14 years* old at the end of the agreement — repay over 1 – 5 years
- Set your payments to suit your budget
- Flexible Deposit Options — 0% deposit may be available subject to status

*Some exceptions apply
HIRE PURCHASE

WHAT WILL YOU PAY

FLEXIBLE DEPOSIT OPTIONS – 0% DEPOSIT MAY BE AVAILABLE SUBJECT TO STATUS

FIXED INTEREST RATE PAY OVER THE CHOSEN PERIOD 1 – 5 YEARS IN EQUAL MONTHLY PAYMENTS

AFTER ALL THE PAYMENTS HAVE BEEN MADE, YOU OWN THE CAR

What you need to know
HIRE PURCHASE

WHAT YOU NEED TO KNOW

IDEAL IF:
- You want to own your car outright at the end of your agreement.
- You like to budget and know the exact payment amount each month.
- You have no protection against depreciation as a result of an unexpected fall in the value of the vehicle.
- You do not own the vehicle until the final repayment has been made.
- Your vehicle is at risk of repossession if you do not maintain contractual repayments.
- You have no protection against depreciation as a result of an unexpected fall in the value of the vehicle.

THE CHOICE IS YOURS
- Choose any new or used car up to ten years’ old.
- Your vehicle is at risk of repossession if you do not maintain contractual repayments.

BUDGET WITH CONFIDENCE
- Fixed regular repayments, giving you peace of mind.
- You must have fully comprehensive insurance.

Protection under the Consumer Credit Act Termination Rights and Protection under the Consumer Rights Act.
With International Motors Finance Personal Contract Purchase you can keep your monthly payments lower by deferring a significant proportion of the amount of credit to the final payment at the end of the agreement. Agree an initial deposit, how many miles you are likely to travel each year and how long you want the agreement to run for and the dealer will then calculate the Guaranteed Future Value (GFV) of your vehicle and confirm your monthly payment. The dealer will submit the finance application to us and subject to your application being approved; you can just drive your car away.

**The options are:**

1. Part exchange the vehicle subject to settlement of your existing finance agreement; new finance agreements are subject to status.
2. Return the vehicle and not pay the Final Lump Sum Payment. If the vehicle is in good condition and has not exceeded the allowed mileage you will have nothing further to pay. If the vehicle has exceeded the allowed mileage a charge for excess mileage will apply.
3. Pay the Final Lump Sum Payment to own the vehicle.
PERSONAL CONTRACT PURCHASE

HOW IT WORKS

Borrow any amount from £1,000

Set payments to suit your budget

Available on New or Used Cars (Up to 7 years old at the end of the agreement)

Set your annual mileage up to 24,000 miles a year. Your annual mileage will affect your monthly payments and Guaranteed Future Value.

Flexible Deposit Options – 0% deposit may be available subject to status

2 – 4 year terms

GUARANTEED FUTURE VALUE
Assuming the vehicle is returned to us under the Goods Return option

Personal Contract Purchase is available to Limited Companies on a non regulated basis

For used vehicles the maximum vehicle mileage at the start of the agreement is 3,000 miles per month of age or 60,000 miles

What you will pay
WHAT WILL YOU PAY

FLEXIBLE DEPOSIT OPTIONS – 0%
DEPOSIT MAY BE AVAILABLE SUBJECT TO STATUS

FIXED INTEREST RATE
PAY OVER THE CHOSEN PERIOD 2 – 4 YEARS
IN EQUAL MONTHLY PAYMENTS (4 YEARS WHERE AVAILABLE)

AT THE END OF YOUR CHOSEN PERIOD YOU HAVE 3 OPTIONS:

1. Part Exchange it for a newer model**
2. Return the Car to International Motors Finance
   (under the goods return option)*
3. Buy it outright by paying a final lump sum payment

*If the vehicle is in good condition and has not exceeded the allowed mileage you will have nothing further to pay. If the vehicle has exceeded the allowed mileage a charge for excess mileage will apply.
**Subject to settlement of your existing finance agreement, new finance agreements are subject to status.
PERSONAL CONTRACT PURCHASE

WHAT YOU NEED TO KNOW

IDEAL IF:
- You like to drive the newest model
- You like to keep your options open
- You like to budget

Lower payments means you might be able to afford a newer car
Newer model means lower maintenance costs
Protection under the Consumer Credit Act Termination Rights and Protection under the Consumer Rights Act

FLEXIBILITY
Set payment periods from two to four years, then take the best option for you when you reach the end

You must have fully comprehensive insurance
A significant proportion of the credit is deferred until the end of the agreement you should prepare for this if you want to own the car
Protection against depreciation as a result of an unexpected fall in the value of the vehicle when you exercise the ‘Goods Return’ option (when you hand the vehicle back)
Your vehicle is at risk of repossession if you do not maintain contractual repayments
You do not own the vehicle until the final payment including interest has been made

A significant proportion of the credit is deferred until the end of the agreement you should prepare for this if you want to own the car

You must have fully comprehensive insurance
A significant proportion of the credit is deferred until the end of the agreement you should prepare for this if you want to own the car
Protection against depreciation as a result of an unexpected fall in the value of the vehicle when you exercise the ‘Goods Return’ option (when you hand the vehicle back)
Your vehicle is at risk of repossession if you do not maintain contractual repayments
You do not own the vehicle until the final payment including interest has been made
Lease Purchase is similar to a Personal Contract Purchase (PCP) - you can keep your monthly payments lower by deferring a significant proportion of the amount of credit to the final payment at the end of the agreement but do not have the option to return the vehicle to International Motors Finance at the end of the agreement.

Agree an initial deposit and how long you want the agreement to run for and the dealer will then calculate your final payment and confirm your regular monthly payment. The dealer will submit the finance application to us and subject to your application being approved, you can just drive your car away.

The options are:
(1) pay the Final Lump Sum Payment to own the vehicle or
(2) part exchange the vehicle subject to settlement of your existing finance agreement; new finance agreements are subject to status.

Lease Purchase is often used by customers and limited companies who don’t want to be bound by mileage restrictions. Lease purchase is only available to limited companies on a non regulated basis. Please see the glossary for an explanation of regulated and non regulated agreements.
LEASE PURCHASE

HOW IT WORKS

- Borrow any amount from £1,000
- Flexible Deposit Options – 0% deposit may be available subject to status
- Terms of 2 – 4 years
- Choose your car or light commercial vehicle
- Available on new or used cars (up to 6 years old at the end of the agreement)
- Set payments to suit your budget

What you will pay
LEASE PURCHASE

WHAT YOU WILL PAY

FLEXIBLE DEPOSIT OPTIONS – 0% DEPOSIT MAY BE AVAILABLE SUBJECT TO STATUS

FIXED INTEREST RATE
PAY OVER THE CHOSEN PERIOD 2 TO 4 YEARS IN EQUAL MONTHLY PAYMENTS

AT THE END OF YOUR CHOSEN PERIOD YOU HAVE 2 OPTIONS:

1. Part Exchange* for a newer model
2. Buy it Outright with final lump sum payment

*subject to settlement of your existing finance agreement, new finance agreements are subject to status.

What you need to know
**LEASE PURCHASE**

**WHAT YOU NEED TO KNOW**

Lower payments means you might be able to afford a newer car

Options at the end of the contract to pay the final lump sum payment and own the vehicle or part exchange, subject to settlement of the existing finance (new finance subject to status)

You must have fully comprehensive insurance

Your vehicle is at risk of repossession if you do not maintain contractual repayments

A significant proportion of the credit is deferred until the end of the contract so you should prepare for this

You do not own the vehicle until the final payment including interest has been made

IDEAL IF:

- You like to drive the newest model
- You want to keep your monthly payments lower
- You don’t want to be subject to excess mileage clauses
- No Mileage Restrictions
- Lower payments means you might be able to afford a newer car

No Mileage Restrictions

IDEAL IF:

- You like to drive the newest model
- You want to keep your monthly payments lower
- You don’t want to be subject to excess mileage clauses

No Mileage Restrictions

IDEAL IF:

- You like to drive the newest model
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No Mileage Restrictions

IDEAL IF:

- You like to drive the newest model
- You want to keep your monthly payments lower
- You don’t want to be subject to excess mileage clauses

Personal Contract Hire is a fixed-cost, rental agreement. You choose a new vehicle, agree the maximum annual mileage and length of agreement, and then pay an initial rental followed by fixed monthly rentals to suit your budget. You can even choose to cover vehicle maintenance costs as part of your agreement subject to paying a maintenance charge which is added to your monthly rental.
PERSONAL CONTRACT HIRE

HOW IT WORKS

Choose from an advance rental of 1 – 12 months giving flexibility to set your monthly rentals to suit your budget

Contract term between 2 – 5 years

AGREED ANNUAL MILEAGE

1) If you drive less than the agreed annual mileage this will not alter the monthly rentals.
2) If you exceed the agreed annual mileage, excess mileage charges will apply.

At the end of the contract, you must return the vehicle and will have nothing further to pay provided the vehicle is in good condition and has not exceeded the agreed mileage. If the vehicle does not meet the mileage and condition terms, excess charges may apply

You can change your contract duration and mileage (except during the first or last 6 months of the contract)

MINIMUM CONTRACT ANNUAL MILEAGE

All vehicles 5,000 per annum.
You can drive less than 5,000 miles per annum, however this will not alter the monthly rentals

MAXIMUM TOTAL CONTRACT MILEAGE

120,000 for petrol cars
150,000 for diesel cars
150,000 for petrol vans
180,000 for diesel vans

What you will pay

PERSONAL CONTRACT HIRE
WHAT YOU WILL PAY

- Pay an advanced rental of 1 – 12 months
- Regular monthly rentals over a term of 2 – 5 years
- At the end of the contract, you must return the vehicle and will have nothing further to pay provided the vehicle is in good condition and has not exceeded the agreed mileage. If the vehicle does not meet the mileage and condition terms, excess charges may apply. The vehicle should be returned to us in a condition that meets the BVRLA ‘Fair wear and tear’ guidelines, otherwise charges may be incurred. Fair wear and tear guidelines can be found on the BVRLA website at www bvrla co uk
PERSONAL CONTRACT HIRE

WHAT YOU NEED TO KNOW

HASSLE FREE MOTORING
Road tax is included and no disposal worries just return the car at the end, subject to vehicle condition and mileage. Excess charges will apply if the vehicle is returned outside of the condition and mileage terms.

Fixed monthly rentals to suit your budget

Choice of mileage, advance rental and length of agreement at start of contract

Optional maintenance package. Subject to a maintenance charge

You can terminate the contract early by paying 50% of the remaining rental cost

The higher advance rental you pay the lower your normal monthly rental will be

You must have fully comprehensive insurance

You cannot buy the vehicle at the end of the contract

You must maintain the vehicle in accordance with the contract even if you have not chosen the optional maintenance package

Failure to maintain contractual rentals may result in legal action

The higher advance rental you pay the lower your normal monthly rental will be
Contract Hire is a fixed-cost, rental agreement. You choose a new vehicle, agree the maximum annual mileage and length of agreement, and then pay an initial rental followed by fixed monthly rentals to suit your budget. You can even choose to cover vehicle maintenance costs as part of your agreement subject to paying a maintenance charge which is added to your monthly rental.
CONTRACT HIRE FOR BUSINESS CUSTOMERS

HOW IT WORKS

Choose from an advance rental of 1 – 12 months giving flexibility to set your monthly rentals to suit your budget.

Contract term between 2 – 5 years.

AGREED ANNUAL MILEAGE
1) If you drive less than the agreed annual mileage this will not alter the monthly rentals.
2) If you exceed the agreed annual mileage, excess mileage charges will apply.

At the end of the contract, you must return the vehicle and will have nothing further to pay provided the vehicle is in good condition and has not exceeded the agreed mileage. If the vehicle does not meet the mileage and condition terms, excess charges may apply.

You can change your contract duration and mileage (except during the first or last 6 months of the contract).

MINIMUM CONTRACT ANNUAL MILEAGE
All vehicles 5,000 per annum.
You can drive less than 5,000 miles per annum, however this will not alter the monthly rentals.

MAXIMUM TOTAL CONTRACT MILEAGE
120,000 for petrol cars
150,000 for diesel cars
150,000 for petrol vans
180,000 for diesel vans

VAT-registered businesses can re-claim some of the VAT element on rental and maintenance charges.

What will you pay?

Our Products  Compare Products  Product Summary  Glossary of Terms
CONTRACT HIRE FOR BUSINESS CUSTOMERS

WHAT YOU WILL PAY

- PAY AN ADVANCED RENTAL OF 1 – 12 MONTHS
- REGULAR MONTHLY RENTALS OVER A TERM OF 2 – 5 YEARS
- RETURN THE VEHICLE*

*At the end of the contract, you must return the vehicle and will have nothing further to pay provided the vehicle is in good condition and has not exceeded the agreed mileage. If the vehicle does not meet the mileage and condition terms, excess charges may apply. The vehicle should be returned to us in a condition that meets the BVRLA 'Fair wear and tear' guidelines, otherwise charges may be incurred. Fair wear and tear guidelines can be found on the BVRLA website at www.bvrla.co.uk
CONTRACT HIRE FOR BUSINESS CUSTOMERS

WHAT YOU NEED TO KNOW

- You cannot buy the vehicle at the end of the contract.
- Fixed monthly rentals to suit your budget.
- Choice of mileage, advance rental and length of agreement at start of contract.
- Optional maintenance package. Subject to a maintenance charge.
- You can terminate the contract early by paying 50% of the remaining rental cost.
- VAT registered businesses can re-claim some of the VAT element on rentals and maintenance charges.

HASSLE FREE MOTORING

- Road tax is included and no disposal worries just return the car at the end, subject to vehicle condition and mileage. Excess charges will apply if the vehicle is returned outside of the condition and mileage terms.
- The higher the advance rental you pay the lower your normal monthly rental will be.
- You cannot buy the vehicle at the end of the contract.
- Failure to maintain contractual rentals may result in legal action.
- You must have fully comprehensive insurance.
- You must maintain the vehicle in accordance with the contract even if you have not chosen the optional maintenance package.
- You cannot buy the vehicle at the end of the contract.
- Subject to a maintenance charge.
- VAT registered businesses can re-claim some of the VAT element on rentals and maintenance charges.
AT THE START OF THE AGREEMENT
• You can borrow from £1,000.
• Flexible deposit options - 0% deposit may be available subject to status.

DURING THE AGREEMENT
• You can change your payment date during the first 30 days of your agreement free of charge. A loss of interest charge is payable after the first 30 days.
• You will have fixed monthly payments with a fixed interest rate for the term of your agreement.
• You can make additional lump sum payments to reduce your balance or settle your agreement at any time. We will provide you with a settlement quotation on request.
• You can part exchange your vehicle at any time subject to settling the outstanding finance. New finance agreements are subject to status.
• You must ensure that you have fully comprehensive insurance cover in place for the vehicle. If the vehicle is written off or stolen and the amount that the insurance company pays us is not enough to settle your agreement, you will be liable for the shortfall.
• If the goods are not of satisfactory quality, you will have rights against International Motors Finance.
• You have the option to terminate your agreement and return the vehicle to us subject to paying half the total amount payable under the agreement.
• Your vehicle is at risk of repossession if you do not maintain your payments.

AT THE END OF THE AGREEMENT
• International Motors Finance will retain ownership of the vehicle until all the payments including the final payment have been made.
## DIFFERENCE BETWEEN OUR HIRE PURCHASE, PERSONAL CONTRACT PURCHASE (PCP) AND LEASE PURCHASE PRODUCTS:

<table>
<thead>
<tr>
<th>Key Customer Information</th>
<th>Hire Purchase</th>
<th>Personal Contract Purchase (PCP)</th>
<th>Lease Purchase</th>
</tr>
</thead>
<tbody>
<tr>
<td>How long can I take the finance over?</td>
<td>From 1 – 5 years</td>
<td>From 2 – 4 years</td>
<td>2 – 4 Years</td>
</tr>
<tr>
<td>Maximum age of vehicle at the end of the agreement</td>
<td>14 years*</td>
<td>7 years</td>
<td>6 years</td>
</tr>
<tr>
<td>Are there any mileage restrictions?</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>What happens at the end of the agreement?</td>
<td>You will own the vehicle.</td>
<td>You can pay the final lump sum payment and own the vehicle. OR You can exercise the goods return option and return the vehicle to International Motors Finance. NB If the vehicle has exceeded the allowed mileage a charge for excess mileage will apply.</td>
<td>You pay the final lump sum payment and own the vehicle.</td>
</tr>
<tr>
<td>Do I have any protection against depreciation as a result of an unexpected fall in the vehicle’s value?</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Do I have to pay a lump sum at the end of the agreement?</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

*Some exceptions apply*
<table>
<thead>
<tr>
<th>Key Customer Information</th>
<th>Personal Contract Hire</th>
<th>Contract Hire (Business Users)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are there any tax benefits?</td>
<td>No</td>
<td>Yes, VAT can be reclaimed on rentals</td>
</tr>
<tr>
<td>Do I have an option to own the vehicle?</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Can I purchase an optional maintenance package?</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Do I have to maintain the vehicle in line with manufacturer guidelines even if I do not take out the optional maintenance package?</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Is the amount of advance rentals flexible so I get a normal monthly rental to suit my budget?</td>
<td>Yes, 1-12 months advance rentals available. More advanced rentals means lower normal monthly rentals</td>
<td>Yes, 1-12 months advance rentals available. More advanced rentals means lower normal monthly rentals</td>
</tr>
<tr>
<td>Are the advance rentals refundable?</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Is the agreement flexible in terms of changing term and mileage allowance?</td>
<td>Yes (except during the first and last 6 months of the agreement)</td>
<td>Yes (except during the first and last 6 months of the agreement)</td>
</tr>
<tr>
<td>Will I be subject to an excess mileage charge at the end of contract if my mileage exceed the allowance in the contract?</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Could I get charged for repairs if the vehicle is returned with more than normal wear and tear?</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Can I terminate the agreement early, returning the vehicle?</td>
<td>Yes, subject to payment of 50% of the remaining rentals</td>
<td>Yes, subject to payment of 50% of the remaining rentals</td>
</tr>
<tr>
<td>Do I need Fully Comprehensive insurance?</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
**GLOSSARY & USEFUL INFORMATION**

**Agreement Term**
The length of time over which you agree to repay the finance – also referred to as the Length of Agreement.

**Annual Percentage Rate (APR)**
The APR shows the annual cost of a finance agreement over and above the amount you have borrowed. The APR will include interest rate charges and any other fees included in the agreement, such as administrative fees. **By law, the APR must be shown on relevant documentation presented to customers in showrooms.** You can use the APR to compare the cost of different finance products.

**Balloon Payment/Final Lump Sum**
A balloon payment is the lump sum deferred to the end of a finance agreement on Personal Contract Purchase and Lease agreements. Making this payment completes the finance agreement and allows you to take ownership of the car.

**Contract Hire**
'Rental' agreements where you cannot become the legal owner of the vehicle as you are merely renting it from International Motors Finance. International Motors Finance as the owner is listed as the Registered Keeper on the DVLA V5 form. A flexible maintenance package can be included.

**Credit Agreement**
A credit agreement is a legally-binding contract between you (the customer) and the finance company. It must include details of the loan amount, the term, rates of interest, other charges and your rights and responsibilities for the duration of the agreement. You will receive a copy of the agreement you have entered into.

**Deposit**
A deposit is often required to secure and finance your vehicle. The larger the deposit the less you will need to borrow and this could mean lower monthly payments. A deposit could be cash or part exchange or a combination of both. If you are part exchanging your vehicle and you still have outstanding finance then your deposit will be the part exchange value of your car less the outstanding settlement figure. Your dealer should be able to take care of these arrangements for you.

**Depreciation**
A vehicle is an asset, but inevitably with age and wear and tear it will reduce in value, this is depreciation.

**Early Settlement**
This is when you pay off a finance agreement before the agreed term is completed. By doing so you may save on the interest that would have been charged for the remainder of the agreement.

**Guaranteed Future Value**
A Guaranteed Future Value is equivalent to the deferred final lump sum payment and is set based on the estimated value of the car at the end of the agreement. This value assumes that when returned the car is within the set agreed mileage and in good condition. The GFV is deferred to the end of the agreement and, along with any purchase fee applicable, is the Final Payment. The risk of depreciation above the level of the GFV is taken by International Motors Finance so the customer can hand the vehicle back with nothing further to pay at the end of the agreement.*

**Maintenance Contracts**
An optional, chargeable product offered by finance companies and dealerships to spread the cost of motoring. Maintenance contracts usually include vehicle servicing and repairs as well as replacement of wear and tear items such as tyres.

**Non Regulated Agreement**
A credit agreement not regulated by the Consumer Credit Act. Therefore not bound by the same legal requirements as a regulated agreement nor offering the same type or level of protection.

**Option to Purchase Fee**
A voluntary payment at the end of some finance agreements (such as hire purchase) which, if paid, transfers ownership of the car from the finance company to the customer.

**Part Exchange**
Part-exchange involves trading in your existing car and using its value as part payment for your new car; perhaps to help fund a deposit under a finance agreement.

**Personal Contract Purchase (PCP)**
PCP is essentially, the same as a standard Hire Purchase agreement, but with a large lump sum, which is deferred until the end of the agreement. Unlike PCP there’s no Guaranteed Future Value (GFV) and you do not have the option to return the vehicle to International Motors Finance at the end of the agreement other than any voluntary termination rights that you may have under the agreement. You agree the final payment at the start of the agreement, so you can budget more easily. At the end of the agreement you have two options: Make the final payment and obtain ownership of the vehicle or part exchange for a new vehicle (if the part exchange does not cover the final payment you would need to pay the shortfall to settle the finance agreement). New finance agreements are subject to status.

**Part-exchange**
A deposit could be cash or part exchange or a combination of both. If you are part exchanging your vehicle and you still have outstanding finance then your deposit will be the part exchange value of your car less the outstanding settlement figure. Your dealer should be able to take care of these arrangements for you.

**Payment**
The agreed monthly payment for the car from the finance company to the customer.

**Regulated Agreements**
Most types of credit and hire agreements are covered by the Consumer Credit Act which gives you some important rights such as your right to cancel the agreement within a given time, and protection against both the lender and the seller for faulty goods. An agreement covered by the Act is called a regulated agreement. An agreement will be regulated if:

- the borrower is an individual borrowing for mainly personal use rather than business use
- it is not an exempt agreement – exempt agreements include things like gas and electricity agreements and loans from employers, these agreements are not regulated by the CCA.

**Termination: Your Rights**
You have a right to end the agreement by giving us written notice. If you do so you must immediately return the goods to us which includes making the payments detailed in the “Termination: Your Rights’ section on your credit agreement.

**Useful Information**
- • A voluntary payment at the end of some finance agreements (such as hire purchase) which, if paid, transfers ownership of the car from the finance company to the customer.

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