



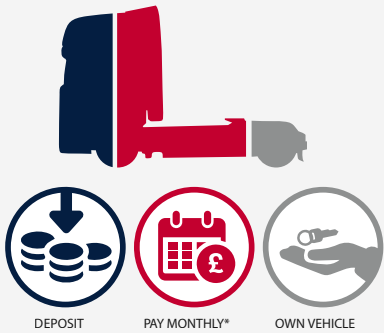
CASH OR FINANCE?

If you use cash you won't always have the funds when you need them – using finance spreads the spend and eases cash flow.

TRUCK FINANCE - PRODUCT QUICK GUIDE



HIRE PURCHASE - FIXED RATE



Hire Purchase (HP) is simple. You pay a deposit equal to the VAT up front, then monthly fixed payments over a period that suits you, repaying the cost with interest. The vehicle is yours once all payments are made. And you reclaim the VAT.

WHAT THIS MEANS FOR YOU

YOU OWN THE VEHICLE at the end of the agreement once all payments have been made.

FIXED PAYMENTS allow you to plan your monthly budget easily.

A FLEXIBLE DEPOSIT AND REPAYMENT TERM allows you to tailor the financial agreement to suit you.

*Other regular payment frequencies are available.

LEASE PURCHASE



Like HP but with reduced payments as a result of a final lump sum payment at the end of the agreement. You can reclaim the VAT.

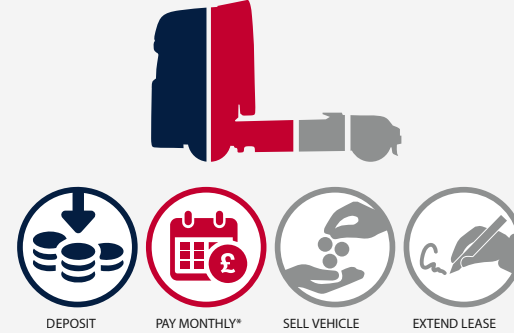
WHAT THIS MEANS FOR YOU

YOU OWN THE VEHICLE at the end of the agreement once all payments have been made.

FIXED PAYMENTS allow you to plan your monthly budget easily.

BALLOON PAYMENT AT THE END OF THE AGREEMENT.

FINANCE LEASE



Monthly rentals can be set against your profits, unlike standard HP which would take a decade to write down over 90% of the vehicle's value against tax. VAT is payable on the rentals.

WHAT THIS MEANS FOR YOU

YOU HIRE THE VEHICLE for a fixed period without the option of ownership but left to run it as your own.

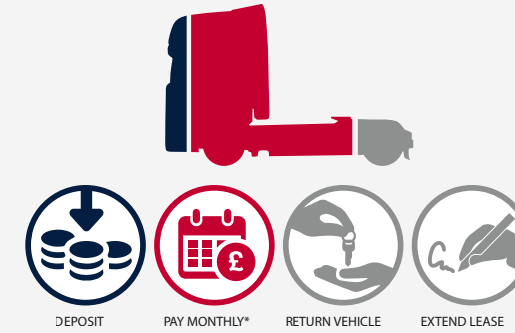
FIXED PAYMENTS allow you to plan your monthly budget easily.

VAT IS COLLECTED ON EACH RENTAL rather than at the start of the agreement, which can help you with your cashflow.

At the end of the agreement you can **CONTINUE USING THE VEHICLE** for a nominal annual amount.

When you no longer require the vehicle, with our approval you **SELL IT AND KEEP THE MAJORITY OF SALES PROCEEDS.**

OPERATING LEASE



The low-risk route. We take the residual value risk in the vehicle and use it to lower your monthly payments. At the end of the contract, just extend the lease or give the vehicle back to the dealer.

WHAT THIS MEANS FOR YOU

YOU HIRE THE VEHICLE for a fixed period and an agreed maximum annual mileage.

You benefit from **LOWER FIXED MONTHLY PAYMENTS** based on the expected future value of the vehicle.

NO DISPOSAL WORRIES at the end of the agreement, providing the vehicle meets return and mileage conditions.

At the end of the contract, either **EXTEND THE LEASE OR RETURN THE VEHICLE.**

CONTRACT HIRE



Contract Hire means driving with everything sorted. Consider it an Operating Lease with the added benefit of fixing your repair and maintenance costs. At the end of the contract, just extend the lease or give the vehicle back to the dealer.

WHAT THIS MEANS FOR YOU

YOU HIRE THE VEHICLE for a fixed period and an agreed maximum annual mileage, where your vehicle repairs and maintenance are taken care of.

You benefit from **FIXED MONTHLY PAYMENTS** where VAT is claimable on each rental, and the payment is allowable against your tax.

SCANIA ASSISTANCE IS INCLUDED, providing roadside repair and recovery, no more than an hour away.

NO RISK OR ADMINISTRATION at the end of the agreement, providing the vehicle meets return and mileage conditions.

*Fixed monthly payments covering the majority of your vehicle acquisition and operating costs (excluding fuel and drivers).

FANCY A MORE TAILORED SOLUTION TO SUIT YOUR BUSINESS?



Our experts at Scania Financial Services can help structure your payments to give you extra flexibility for managing your cash flow.

If you have seasonal business operations, you might want to consider being able to take a payment break when you most need it - with our Scania Freedom package. Or perhaps you'll want to make additional payments above your regular amount that allow you to repay your finance quicker and reduce your overall interest costs - Scania Flexi-Buy can help you to do this without penalty. We can even help with your VAT cash flow on the purchase of your new vehicle by offering a deferred deposit - just ask one of our experts.

FOR MORE INFORMATION, CONTACT SCANIA FINANCIAL SERVICES ON 01908 487561