

# Product Specifications Summary

	Hire Purchase or Commercial Hire Purchase	Chattel Mortgage or Equipment Loan or Commercial Loan Agreement	Lease	Operating Lease
<b>Ownership of Asset</b>	You hire and use the vehicle or equipment until the last payment is made. You then become the outright owner.	Your business owns the assets from the start of the agreement.	Financier owns the asset. You pay a rental. There are a number of options when the lease ends.	Financier owns and manages the asset. You pay a monthly rental and just hand back the vehicle at the end of the lease. A Sale and Leaseback facility is also available, so you can free up capital to focus on your core business.
<b>Security</b>	Security is taken over the goods financed	Financier secures the loan by taking a bill of sale or charge over the assets.	Security is taken over the goods financed	Security is taken over the goods financed.
<b>Term</b>	1 to 5 years	1 to 5 years	1 to 5 years - may vary depending on the asset.	1 to 5 years - may vary depending on the assets.
<b>Age of goods</b>	Motor vehicles - up to 10 years at the expiry of facility. Other equipment - age limit based on type of goods and intended use.	Motor vehicles - up to 10 years at the expiry of facility. Other equipment - age limit based on type of goods and intended use.	New or near new	Motor vehicles - up to 10 years at the expiry of facility. Other equipment - age limit based on type of goods and intended use.
<b>Deposit</b>	Deposit is optional	Deposit is optional	No deposit - must finance the full purchase price	No deposit - must finance the full purchase price
<b>Payments</b>	Monthly, quarterly, semi-annual, annually, seasonally or irregularly to suit your cashflow.	Monthly, quarterly, semi-annual, annually, seasonally or irregularly to suit your cashflow.	Monthly, quarterly, semi-annual, annually, seasonally or irregularly to suit your cashflow.	Monthly
<b>Balloon Payment or Residual values</b>	Balloon payment optional	Balloon payment optional	Residual values are set in accordance with the ATO guidelines	Financier owns asset at lease end.
<b>Tax benefits</b>	Interest and depreciation are potentially deductible - refer to your Accountant.	Interest and depreciation are potentially deductible - refer to your Accountant.	Rental payments are potentially deductible - refer to your Accountant.	Rental payments are potentially deductible - refer to your Accountant.
<b>GST</b>	GST is payable in the purchase price can be financed. No GST is payable on the repayments or balloon payment	GST is payable in the purchase price can be financed. No GST is payable on the repayments or balloon payment	GST is payable on the payments over the full term of the contract.	GST is payable on the monthly payments over the full term of the contract.
<b>Government Duty</b>	Duty is calculated on the monthly payments. GST is payable on the duty and can be claimed as an ITC.	Stamp duty is calculated on the total amount financed.	Duty is calculated on the monthly payments. GST is payable on the duty and can be claimed as an ITC.	Duty is calculated on the monthly payments. GST is payable on the duty and can be claimed as an ITC.
<b>Additional Product features</b>				Full maintenance, fuel management, tyres, re-registration, vehicle purchases.

**This is a guide only - customers should seek independent legal and financial advice to decide which product suits their particular needs.**