



# EQUILEASE

DO YOU OWN A CAR?  
WITH EQUILEASE YOU CAN  
SAVE THOUSANDS EACH YEAR.



**Feeling left out in the cold?** Equilease allows you to salary package your existing vehicle, through a revolutionary sale and leaseback process, where there is no limit on the age of the vehicle and better still, there is no finance application - meaning that all applications are successful.

So for that much loved older car that you want to salary package but could not or for those who may not want a new car just yet, but want the benefits of a novated lease, there is Equilease.

## What is EquiLease?

Equilease allows you to pay for the running costs of your existing vehicle by using a combination of pre-tax and post-tax dollars. Because the car is already owned, the vehicle is worth less and hence more of the running costs are pre-tax. Running costs are paid using a fleet card (service, repairs, fuel) There is no age restriction on the vehicle, and your credit history is not required.

With EquiLease, you refinance your vehicle, but retain equity in the lease, hence the name EquiLease. The lease is provided through Lend@bility who will pay you the sale value of your car (net of the residual, incl GST) over the term of the contract, which can be 3 to 5 years.

- You can pay for the costs of running your car pre-tax.
- At the end of the term, you can take your car back and offset the residual you owe against the residual value Lend@bility owe you. It couldn't be simpler!



### Affordable Fixed Payments

With a fully maintained associate lease, all the running costs of your car – including fuel, registration, servicing and parts – are incorporated into one monthly budgeted cost.



### Cheaper Fuel

Save on fuel at thousands of petrol stations across. Save not only the GST, but also the PAYG tax on the fuel you buy.



### Suited to Existing cars

Get the novated benefits from cars you already own, without having to buy a new car



### No GST

With an EquiLease, you don't pay GST. Save the on the fuel, parts and servicing costs of any new, second-hand or existing car.



### Novated Lease Tax Benefits

As your lease repayments are taken out of your pre-tax income, your taxable income is reduced – meaning you pay less tax.

## Who qualifies for an EquiLease?

You qualify if you are a permanent employee (or have a contract exceeding 12 months), based in Australia and you satisfy any criteria your employer sets up around eligibility, based on role or remuneration packages.

Lead@bility will process your lease and advise you of the market value. You will need to provide three photographs of the car for appraisal purposes.

## What does an EquiLease include?

All the running costs of your car are included in one monthly budget. This allows you to pay one consistent amount per month for the running costs of your car. Whatever is not spent at the end of the lease, is returned to you.

Some months, you will spend more and others you will spend less. Overall, your budget-to-actual expenditure should always be in surplus.

## What vehicles qualify for an EquiLease?

The vehicle must qualify as a 'car' for FBT purposes.

- The ATO defines the following types of vehicles (including four-wheel-drive vehicles) as cars:
- Motor cars, station wagons, panel vans and utilities;
- All other goods-carrying vehicles with a designed carrying capacity of less than one tonne;
- All other passenger-carrying vehicles with a designed carrying capacity of fewer than nine occupants.

## Can I only do this through my Employer?

Yes. An EquiLease requires a legal 'salary sacrifice arrangement' with your employer.

Using Pay@bility's technology platform ensures that all information and transactions between parties complies to the ATO guidelines. Pay@bility and Lend@bility have ATO rulings for EquiLease.

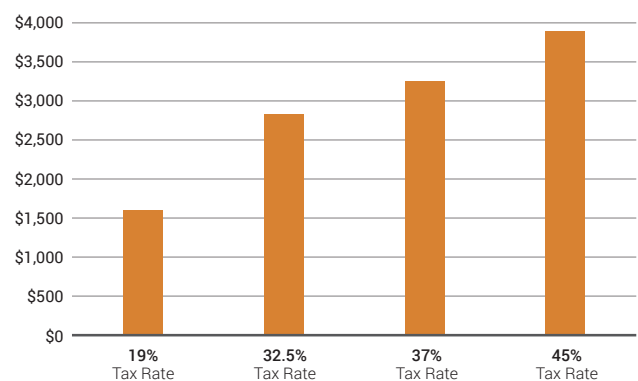
## How much can I expect to save?

The higher your tax rate, the higher the amount of savings you can expect.

Ongoing running costs	Fortnightly
Lease repayments	\$190
Fuel	\$161
Service costs	\$62
Tyres	\$31
Rego	\$20
Insurance	\$46
	<b>\$509</b>

Car value: \$18000 / Term: 3 years / Residual: \$8,438  
 FBT Base Value: \$3,600 / Post-Tax payment: \$138  
 Pre-Tax payment: \$335 Monthly sale proceeds: \$242

## Annual savings for an \$18k car across all four tax brackets



## What does the lease term mean?

The lease term is very flexible and can be any period longer than 3 years and up to 5 years.

How do I go about securing these benefits from my employer?

Simply get your employer to contact Pay@bility and we can "set the wheels in motion."

## What happens at the end of the EquiLease?

If the lease ends, you may renew it for a further term or pay it out using the residual that Lend@bility still owe you. .

At termination, loan servicing (if any) passes back to the employee including the settlement of any operating account surplus (or deficit).