



ALPHABET

# Alphabet Finance Lease

A flexible alternative to Contract Hire



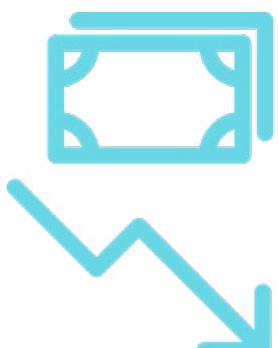
A Finance Lease agreement combines the operating and financial benefits of Contract Hire with the potential added benefit to you of receiving any profit made which is over and above the balloon payment you need to make once the vehicle is sold to a third party.

With a Financial Lease, the vehicle sits on your balance sheet and you pay fixed monthly rental costs and a single, one-off payment at the end of your contract. However, at the end of your contract, you'll have the opportunity to profit from the vehicle's mandatory sale. For any sale that exceeds the vehicle's contracted value, you will be able to pocket the difference.

You'll also have the flexibility to determine the size of your final one-off payment, by setting lower or higher monthly rental payments to suit your circumstances.

# Key benefits

- Enjoy lower monthly costs vs. owning a vehicle
- Budget with confidence thanks to fixed monthly payments
- Lower your monthly payments by choosing a higher one-off payment at the end of your contract
- Claim back 50% of your operating costs as a VAT-registered company if you also use the vehicle in a non-commercial capacity – or claim back 100% if you use the vehicle exclusively for work
- Forget about any additional charges for excessive mileage or vehicle wear and tear<sup>^</sup>
- Keep any profits from the mandatory sale of the vehicle at the end of your contract



<sup>^</sup> All vehicles are appraised by Alphabet in line with the BVRLA Fair Wear and Tear Guidelines





## Optional maintenance for peace of mind

Pay-as-you-go or monthly payments? Whichever you prefer, by including a maintenance package you'll receive regular checks to ensure the smooth running of the vehicle, as well as readily available driver assistance.

### **Selling the vehicle at the end of your contract**

- You must sell the vehicle at the end of your agreed contract, or upon choosing to terminate the contract early.
- You are solely responsible for the sale of the vehicle, and then repaying its value (this is the balloon payment agreed at the start of the contract) to us.
- Be aware that a vehicle could, in some instances, sell for less than its contracted value. If such a situation occurs, you will be responsible for repaying any deficit.

# How does Finance Lease compare to other financing options?

Finance Lease gives you the opportunity to profit from the sale of the vehicle at the end of your contract. You'll also be exempt from any excess mileage or wear and tear charges.

Feature	Finance Lease	Contract Hire	Contract Purchase	Sale and Leaseback	Credit Sale	Personal Contract Hire
Lease or Purchase	Lease	Lease	Purchase	Lease	Lease	Lease
Risk/reward from vehicle sale	✓	✗	✗	✗	✗	✗
Option to purchase at end of contract	✗	✗	✗	✗	✗	✗
Excess mileage*	✗ / ✓ *	✓	✓	✓	✓	✓
Wear and tear charges	✗	✓	✓	✓	✓	✓

\*Excess mileage charges may apply if you include Maintenance within your Finance Lease contract.



# Take the next step

A Finance Lease could be the right vehicle financing option for you – if you'd like to find out more, contact us today.

Call us on **0370 50 50 100**  
or visit [www.alphabet.co.uk](http://www.alphabet.co.uk)

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