



ABOVE & BEYOND

FINANCIAL SERVICES

YOUR NEW LAND ROVER

FIND THE RIGHT FINANCE PRODUCT FOR YOU WITH A RANGE OF
OPTIONS FROM LAND ROVER FINANCIAL SERVICES

Drive away in your new or used Land Rover 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.





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WHAT IS...

CAR FINANCE?

Car finance helps to spread the cost of a new or used Land Rover. Land Rover Retailers offer a range of finance products to suit individual preferences and circumstances, such as Hire Purchase, Land Rover Freedom (PCP), Advance Payment Plan (APP), Balloon Hire Purchase and Contract Hire.

Finance is subject to status and is only available to UK residents aged 18 and over. Credit products are provided by Black Horse Limited trading as Land Rover Financial Services, St William House, Tresillian Terrace, Cardiff CF10 5BH. Contract Hire products are provided by Lex Autolease Limited trading as Land Rover Contract Hire, Heathside Park, Heathside Park Road, Stockport SK3 0RB.





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HOW DOES IT WORK?

THE PRODUCTS

Each of these products works a little differently, but in general terms Land Rover Financial Services will buy the vehicle on your behalf and then you will repay the amount borrowed with interest (where applicable).

YOUR OPTIONS

The choice is yours:

- own the vehicle at the end of the agreement (except Contract Hire)
- drive a new model for a set term and hand it back at the end.* This is an option under Land Rover Freedom (PCP) and Advance Payment Plan (APP) 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 it will be owned by Land Rover Financial Services 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 and APP products, you have the option at the end of the agreement to return the vehicle and not pay the deferred Final 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.



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OUR PRODUCTS

| | Hire Purchase | Land Rover Freedom (PCP) | Advance Payment Plan (APP) | Balloon Hire Purchase | Business Contract Hire/ Personal Contract Hire |
|--|---|---|---|---|---|
| Deposit Required | Flexible Deposit Options from 0% may be available subject to status | Flexible Deposit Options from 0% may be available subject to status | Deposit equates to the total price of vehicle less the Guaranteed Minimum Future Value (GMFV) plus any interest applicable | Flexible Deposit Options from 0% may be available subject to status | 1-12 months initial rental in advance |
| Maximum Age of the Vehicle at the Start of the Agreement | 10 years old | 3 years old | New only | 3 years old | New only |
| Length of the Agreement | 1-5 years | 1-4 years | 1-3 years | 1-4 years | 2- 5 years |
| Ownership Options at the End of the Agreement | - Part exchange* - Pay the outstanding Final Payment to transfer title to the vehicle*** | - Part exchange* - Pay the outstanding Final Payment to transfer title to the vehicle*** - Return the vehicle (under the Goods Return Option)** | - Part exchange* - Pay the outstanding Final Payment to transfer title to the vehicle*** - Return the vehicle (under the Goods Return Option)** | - Part exchange* - Pay the outstanding Final Payment to transfer title to the vehicle*** | - Return the vehicle |
| Fixed Payments | ✓ | ✓ | No monthly payments | ✓ | ✓ |
| No Mileage Restrictions | ✓ | ✗ | ✗ | ✓ | ✗ |
| Optional Vehicle Maintenance Cover | ✗ | ✗ | ✗ | ✗ | ✓ |
| Final Lump Sum Payment at the End of the Agreement | ✗ | ✓ | ✓ | ✓ | ✗ |
| Fully Comprehensive Insurance Required | ✓ | ✓ | ✓ | ✓ | ✓ |

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

** You have the option at the end of the agreement to return the vehicle and not pay the deferred Final 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.

*** Final Payment includes Option to Purchase Fee



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HIRE PURCHASE

THE CAR YOU WANT AND PAYMENTS TO SUIT YOUR
BUDGET – WITH LAND ROVER FINANCIAL SERVICES

Land Rover Financial Services Hire Purchase could help you buy your dream Land Rover while spreading the cost. Agree an initial deposit with the Retailer, and your agreement term and monthly payment amount then the Retailer will submit the finance application to us. Subject to your application being approved, you can drive away in your Land Rover – and after you've made all the payments including interest, title of the vehicle will be transferred into your name.





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HIRE PURCHASE

HOW IT WORKS

Borrow any amount from
£1,500 – £250,000 for
new or used vehicles

Vehicles up to 10 years old –
repay over 1-4 years

Set your payments
to suit your budget

Vehicles up to 6 years old –
repay over 1-5 years

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



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HIRE PURCHASE

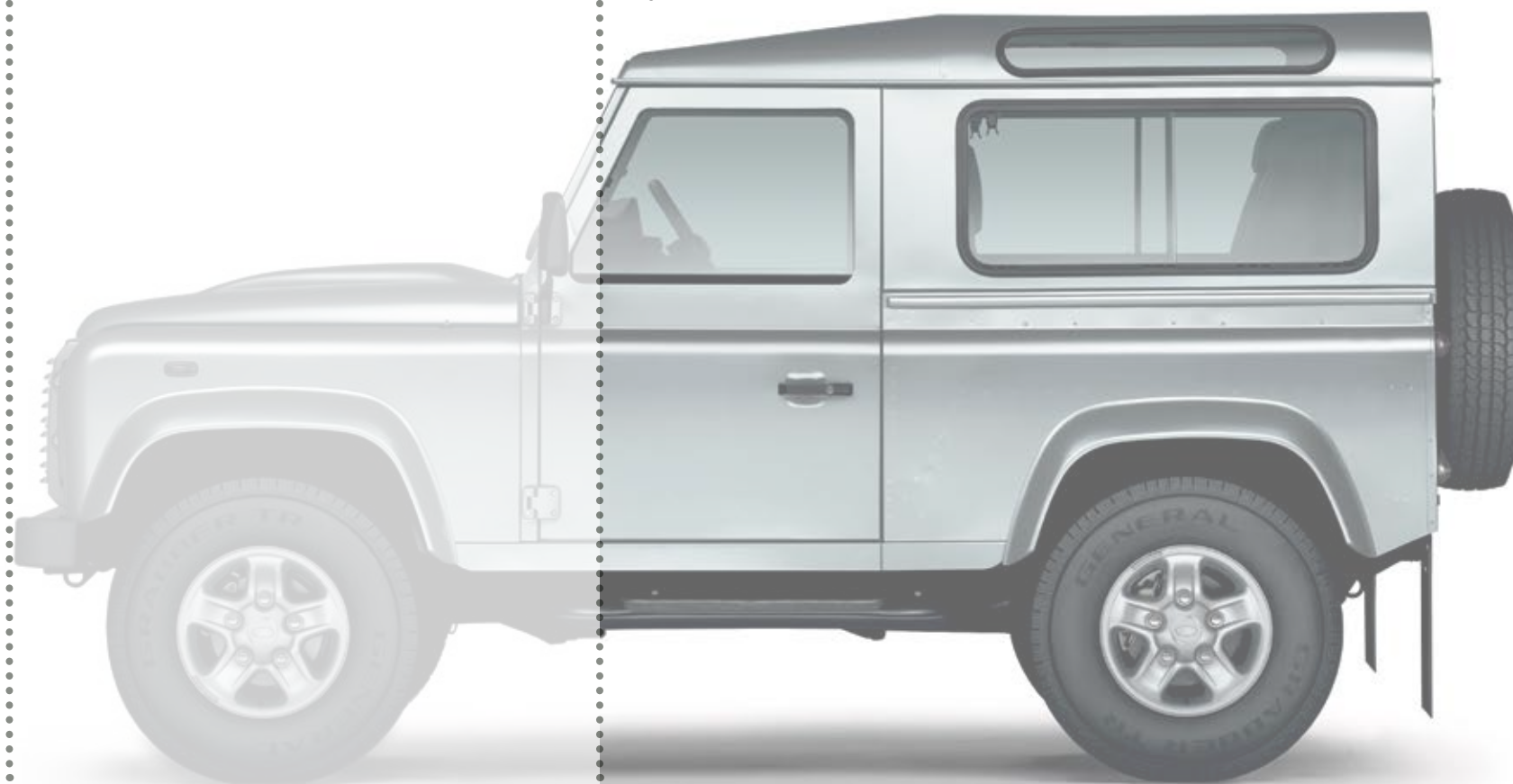
WHAT YOU WILL PAY

○ FLEXIBLE DEPOSIT OPTIONS

0% deposit may be available
subject to status

○ FIXED INTEREST RATE

Pay over your chosen period 1-5 years in equal monthly
payments with a fixed interest rate. After all the payments
have been made, title of the vehicle will be transferred to
your name





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HIRE PURCHASE

WHAT YOU NEED TO KNOW



Ideal if:

You want to own your Land Rover outright at the end of your agreement

.....
You like to budget and know the exact payment amount each month

The choice is yours

Choose any new or used Land Rover up to ten years' old

Budget with confidence

Fixed regular repayments, giving you peace of mind

Protection

Termination and Satisfactory Quality Rights

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 you have made all the payments including interest after which title of the vehicle will be transferred into your name

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

You must have fully comprehensive insurance



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LAND ROVER FREEDOM (PCP)

With Land Rover Freedom Personal Contract Purchase (PCP) you can keep your monthly payments lower by deferring a 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 Retailer will then calculate the Guaranteed Minimum Future Value (GMFV) of your Land Rover and confirm your monthly payment. The Retailer will submit the finance application to us and subject to your application being approved, you can drive away in your Land Rover.

The options at the end of the agreement 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 Guaranteed Minimum Future Value and Option to Purchase Fee as your Final Payment. Providing 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 Guaranteed Minimum Future Value as your deferred Final Payment and Option to Purchase Fee for title of the vehicle to be transferred into your name.





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LAND ROVER FREEDOM (PCP)

HOW IT WORKS

Borrow any amount from
£1,500 – £250,000

Available on new or used vehicles
(Used up to 3 years old)

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

Guaranteed Minimum Future Value

When the vehicle is
returned to us under the
Goods Return Option

Set payments to suit
your budget

Age of vehicle must be no
more than 84 months at the
end of the agreement

Set your annual mileage
up to 35,000 miles a year.
Your annual mileage will
affect your monthly
payments and Guaranteed
Minimum Future Value

1-4 year terms

Land Rover Freedom is available
to Limited Companies on
a non-regulated basis

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



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LAND ROVER FREEDOM (PCP)

WHAT YOU WILL PAY

○ FLEXIBLE DEPOSIT OPTIONS

0% deposit may be available subject to status

○ FIXED INTEREST RATE

Pay over your chosen period 1-4 years in equal monthly payments with a fixed interest rate

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

- 1 **Part exchange*** it for a newer model
- 2 **Return the vehicle**** to Land Rover (under the Goods Return Option)
- 3 **Buy the vehicle outright** by paying the deferred Final Payment.***

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

** 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

*** Final Payment includes Option to Purchase Fee





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LAND ROVER FREEDOM (PCP)

WHAT YOU NEED TO KNOW



Flexibility

Set payment periods from 1-4 years, then take the best option for you when you reach the end of the term

Ideal if:

You like to drive the newest model

.....
You like to keep your options open

.....
You like to budget

Introducing a Guaranteed Minimum Future Value (GMFV) enables you to reduce your monthly payment

Newer model means lower maintenance costs

A proportion of the credit is deferred to the end of the agreement and you should prepare for this if you want title of the vehicle to be transferred into your name

Protection

Termination and Satisfactory Quality Rights

You must have fully comprehensive insurance

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 you have made all the payments including interest, after which title of the vehicle will be transferred into your name



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ADVANCE PAYMENT PLAN (APP)

The Land Rover Advance Payment Plan (APP) is available for new vehicles only and ideal if you are planning to pay for your Land Rover outright, but would prefer to defer some of the initial outlay until the end of the agreement. It gives you more spending power, so you can consider higher specification vehicles, or go for a new rather than a used Land Rover. With this option, there are no monthly payments, and the Guaranteed Minimum Future Value (GMFV) feature, if you exercise the Goods Return Option, means you needn't worry about a fall in used car values.

The options at the end of the agreement are:

- (1) Renew – choose a new Land Rover from your Retailer and use any excess value over the Final Payment amount towards your deposit. With this option, you can either trade in your Land Rover or sell it privately. Subject to settling of your existing finance agreement, any new finance is subject to status
- (2) Return – hand back your vehicle to Land Rover Financial Services under the Goods Return Option. 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) Retain – pay the Guaranteed Minimum Future Value as your deferred Final Payment and Option to Purchase Fee for title of the vehicle to be transferred into your name.





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ADVANCE PAYMENT PLAN (APP)

HOW IT WORKS

Flexibility

Pay an initial upfront payment, choose your term over 1 up to 3 years, then take the best option for you when you reach the end

For new vehicles only

No regular monthly repayments, just a single initial upfront payment and a deferred Final Payment based on the vehicle's Guaranteed Minimum Future Value (GMFV)

Term of 1 up to 3 years

Minimum annual mileage
6,000 miles

Maximum annual mileage
35,000 miles

Maximum contract mileage
108,000 miles

Guaranteed Minimum Future Value

This applies where the vehicle is returned under the Goods Return Option and assumes that vehicles and mileage conditions have been met



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ADVANCE PAYMENT PLAN (APP)

WHAT YOU WILL PAY

DEPOSIT EQUATES TO TOTAL PRICE
OF VEHICLE LESS THE GMFV PLUS ANY
INTEREST APPLICABLE

Renew – choose a new Land Rover from your Retailer and use any excess value over the deferred Final Payment amount towards your deposit. With this option, you can either trade in your vehicle or sell it privately. Subject to settling of your existing finance agreement, any new finance is subject to status

Return* – hand back your vehicle to Land Rover Financial Services under the Goods Return Option. 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

Retain – pay the deferred Final Payment and Option to Purchase Fee and title of vehicle will be transferred into your name



* 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



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FINANCIAL SERVICES

ADVANCE PAYMENT PLAN (APP)

WHAT YOU NEED TO KNOW

Ideal if:

You want to protect against an unexpected fall in used vehicle values

You want more spending power maybe for a newer or higher specification model

A proportion of the credit is deferred to the end of the agreement and you should prepare for this if you want title of the vehicle to be transferred into your name

Newer model means lower maintenance costs

Protection

Termination and satisfactory quality rights

You must have fully comprehensive insurance

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)

You do not take title to the vehicle until the deferred Final Payment and Option to Purchase Fee has been made

Advance Payment Plan features a Guaranteed Minimum Future Value (GMFV). Land Rover Financial Services will set the GMFV based on the estimated value of the vehicle at the end of the agreement – this value assumes the vehicle is within the agreed mileage and in good condition. The GMFV is deferred to the end of the agreement and, if you choose to exercise the Goods Return Option and the vehicle meets the mileage and condition requirements, you will have nothing further to pay.



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BALLOON HIRE PURCHASE

Balloon Hire Purchase is similar to a Personal Contract Purchase (PCP) – you can keep your monthly payments lower by deferring a 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 Land Rover Financial Services at the end of the agreement.

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

The options at the end of the agreement are:

- (1) pay the deferred Final Payment and Option to Purchase Fee for title of the vehicle to be transferred into your name
- (2) part exchange the vehicle subject to settlement of your existing finance agreement; new finance agreements are subject to status.

Balloon Hire Purchase is sometimes used by business customers who don't want to be bound by mileage restrictions. Balloon Hire 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.





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BALLOON HIRE PURCHASE

HOW IT WORKS

Borrow any amount from
£1,500 – £250,000

New or used
(Vehicles must be less than
84 months old at the end
of the agreement)

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

Set payments to suit your budget

Terms of 1-4 years





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BALLOON HIRE PURCHASE

WHAT YOU WILL PAY



FLEXIBLE DEPOSIT OPTIONS

0% deposit may be available
subject to status



FIXED INTEREST RATE

Pay over the chosen period 1-4 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 the vehicle outright by paying
the deferred Final Payment and Option
to Purchase Fee.



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



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FINANCIAL SERVICES

BALLOON HIRE PURCHASE

WHAT YOU NEED TO KNOW



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

Introducing a deferred Final Payment enables you to reduce your monthly payment

Options at the end of the contract to pay the Final Payment and Option to Purchase Fee and take title to the vehicle or part exchange, subject to settlement of the existing finance (new finance subject to status)

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

You must have fully comprehensive insurance

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

You do not take title to the vehicle until the Final Payment and Option to Purchase Fee has been made



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BUSINESS CONTRACT HIRE

You choose a new Land Rover, agree the maximum annual mileage and length of agreement, and then pay an initial rental in advance 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.





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FINANCIAL SERVICES

BUSINESS CONTRACT HIRE

HOW IT WORKS

Choose from an initial rental in advance of 1-12 months (subject to underwriting) 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

VAT registered businesses can reclaim some or all of the VAT element on rentals and maintenance charges

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 Contract Mileage

160,000 for both petrol and diesel vehicles

At the end of the contract, you must return the vehicle and will have nothing further to pay provided the vehicle condition is in line with BVRLA guidelines 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)



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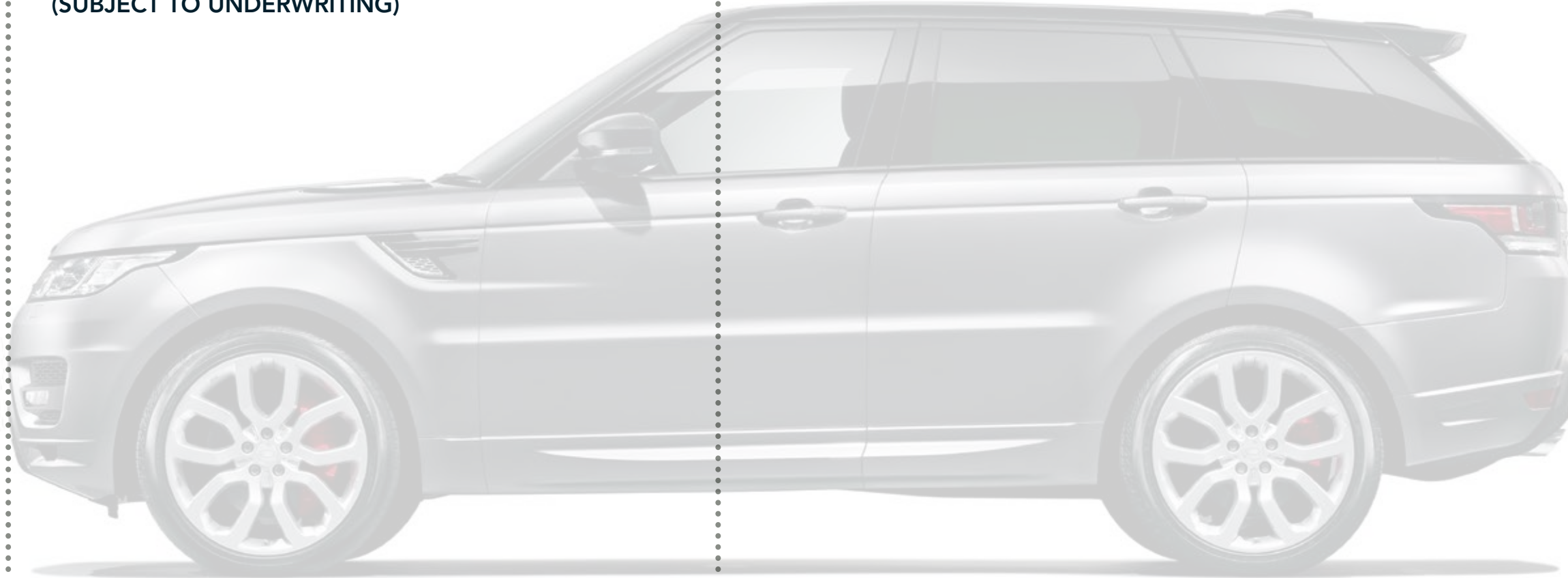
BUSINESS CONTRACT HIRE

WHAT YOU WILL PAY

- SET RENTALS TO SUIT YOUR BUDGET BY PAYING INITIAL RENTAL IN ADVANCE OF 1-12 MONTHS (SUBJECT TO UNDERWRITING)

- REGULAR MONTHLY RENTALS OVER A TERM OF 2-5 YEARS

- RETURN THE VEHICLE*
At the end of the contract



* 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 annual mileage. 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



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FINANCIAL SERVICES

BUSINESS CONTRACT HIRE

WHAT YOU NEED TO KNOW



Hassle free motoring

Road tax is included and no disposal worries. Simply return the vehicle 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

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

Fixed monthly rentals to suit your budget

Choice of mileage, initial rental in advance (subject to status) and length of agreement at start of contract

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

Optional maintenance package. Subject to a maintenance charge

You cannot buy the vehicle at the end of the contract

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

VAT registered businesses can reclaim some or all of the VAT element on rentals and maintenance charges



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PERSONAL CONTRACT HIRE

Personal Contract Hire is a fixed-cost, rental agreement. You choose a new Land Rover, agree the maximum annual mileage and length of agreement, and then pay an initial rental in advance 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.





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FINANCIAL SERVICES

PERSONAL CONTRACT HIRE

HOW IT WORKS

Choose from an initial rental in advance of 1-12 months (subject to underwriting) 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

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 Contract Mileage

160,000 for both petrol and diesel vehicles

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

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



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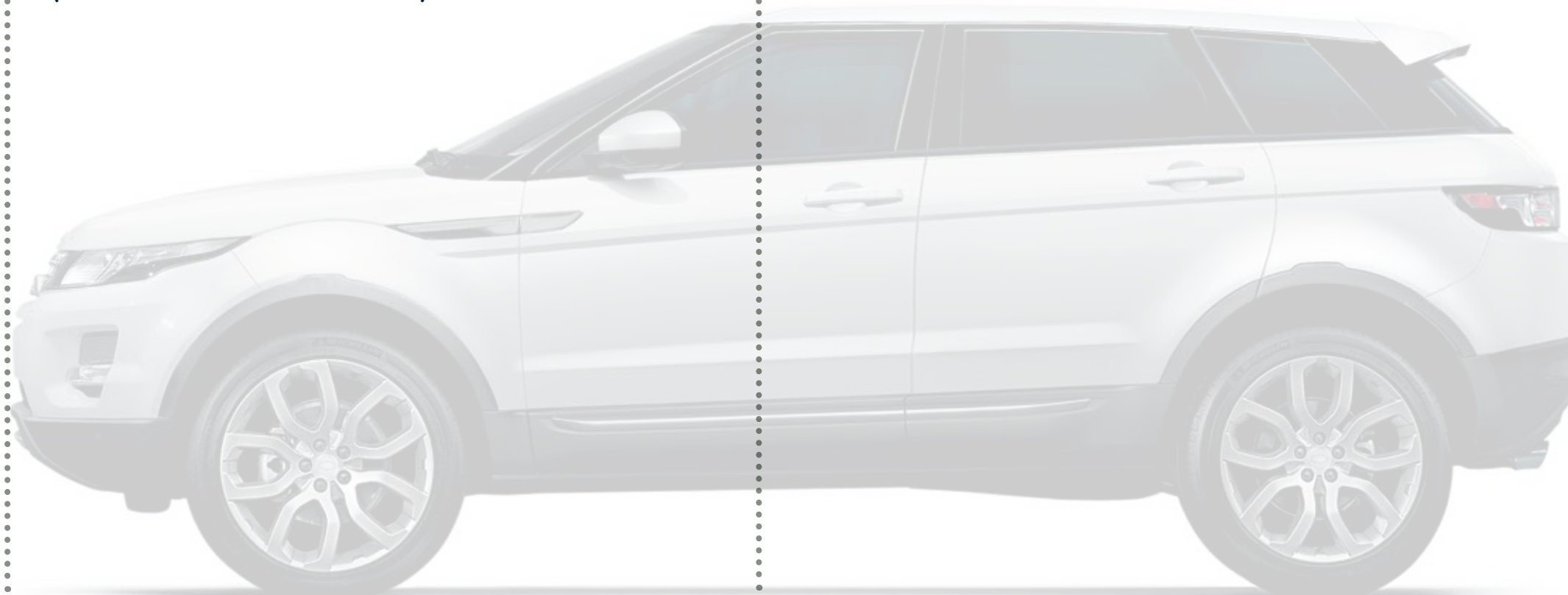
PERSONAL CONTRACT HIRE

WHAT YOU WILL PAY

○ SET PAYMENTS TO SUIT YOUR BUDGET BY PAYING
INITIAL RENTAL IN ADVANCE OF 1-12 MONTHS
(SUBJECT TO UNDERWRITING)

○ REGULAR MONTHLY RENTALS
OVER A TERM OF 2-5 YEARS

○ RETURN THE
VEHICLE*
At the end of
the contract



*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 annual mileage. 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



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PERSONAL CONTRACT HIRE

WHAT YOU NEED TO KNOW



Hassle free motoring

Road tax is included and no disposal worries simply return the vehicle 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

You must have fully comprehensive insurance

You cannot buy the vehicle at the end of the contract

Fixed monthly rentals to suit your budget

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

Choice of mileage, initial rental in advance (subject to status) and length of agreement at start of contract

Failure to maintain contractual rentals may result in legal action

Optional maintenance package. Subject to a maintenance charge

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

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



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HIRE PURCHASE



- FROM 0% DEPOSIT (SUBJECT TO STATUS)
- PAY OVER YOUR CHOSEN PERIOD 1-5 YEARS IN EQUAL MONTHLY PAYMENTS WITH A FIXED INTEREST RATE. AFTER ALL THE PAYMENTS AND OPTION TO PURCHASE FEE HAVE BEEN MADE, TITLE OF THE VEHICLE WILL BE TRANSFERRED TO YOUR NAME

LAND ROVER FREEDOM (PCP)



- FROM 0% DEPOSIT (SUBJECT TO STATUS)
- PAY OVER YOUR CHOSEN PERIOD 1-4 YEARS IN EQUAL MONTHLY PAYMENTS WITH A FIXED INTEREST RATE
- AT THE END OF YOUR CHOSEN PERIOD YOU HAVE 3 OPTIONS:
PART EXCHANGE* THE VEHICLE FOR A NEWER MODEL
BUY THE VEHICLE OUTRIGHT BY PAYING A FINAL PAYMENT***
RETURN THE VEHICLE TO LAND ROVER FINANCIAL SERVICES** (UNDER THE GOODS RETURN OPTION)

ADVANCE PAYMENT PLAN



- DEPOSIT EQUATES TO THE TOTAL PRICE OF VEHICLE LESS THE GUARANTEED MINIMUM FUTURE VALUE (GMFV) PLUS ANY INTEREST APPLICABLE
- AT THE END OF YOUR CHOSEN PERIOD YOU HAVE 3 OPTIONS:
PART EXCHANGE* THE VEHICLE FOR A NEWER MODEL
BUY THE VEHICLE OUTRIGHT BY PAYING A DEFERRED FINAL PAYMENT***
RETURN THE VEHICLE TO LAND ROVER FINANCIAL SERVICES** (UNDER THE GOODS RETURN OPTION)

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

** You have the option at the end of the agreement to return the vehicle and not pay the deferred Final 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.

***Final Payment includes Option to Purchase Fee



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BALLOON HIRE PURCHASE



- FROM 0% DEPOSIT (SUBJECT TO STATUS)
- PAY OVER YOUR CHOSEN PERIOD 1-4 YEARS IN EQUAL MONTHLY PAYMENTS WITH A FIXED INTEREST RATE AT
- THE END OF YOUR CHOSEN PERIOD YOU HAVE 2 OPTIONS:
PART EXCHANGE* THE VEHICLE FOR A NEWER MODEL
BUY THE VEHICLE OUTRIGHT WITH FINAL PAYMENT***

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

BUSINESS CONTRACT HIRE



- PAY INITIAL RENTAL IN ADVANCE OF 1-12 MONTHS
- REGULAR MONTHLY RENTALS OVER A TERM OF 2-5 YEARS
- AT THE END OF THE AGREEMENT RETURN THE VEHICLE

** You have the option at the end of the agreement to return the vehicle and not pay the deferred Final 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.

PERSONAL CONTRACT HIRE



- PAY INITIAL RENTAL IN ADVANCE OF 1-12 MONTHS
- REGULAR MONTHLY RENTALS OVER A TERM OF 2-5 YEARS
- AT THE END OF THE CONTRACT RETURN THE VEHICLE

***Final Payment includes Option to Purchase Fee



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COMMON FEATURES OF OUR HIRE PURCHASE, LAND ROVER FREEDOM (PCP), ADVANCED PAYMENT PLAN (APP) AND BALLOON HIRE PURCHASE PRODUCTS:

AT THE START OF THE AGREEMENT

- You can borrow between £1,500 – £250,000.
- Flexible Deposit Options – 0% deposit may be available subject to status with the exception of APP where the deposit equates to the total price of vehicle less the Guaranteed Minimum Future Value (GMFV) plus any interest applicable.

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 except APP as no monthly payments.
- 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 Land Rover Financial Services.
- 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

- Land Rover Financial Services will retain ownership of the vehicle until all the payments including the Final Payment and Option to Purchase Fee have been made.



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COMPARE OUR HIRE PURCHASE, LAND ROVER FREEDOM (PCP), ADVANCE PAYMENT PLAN (APP) AND BALLOON HIRE PURCHASE PRODUCTS:

| Key Customer Information | Hire Purchase | Land Rover Freedom (PCP) | Advance Payment Plan (APP) | Balloon Hire Purchase |
|---|--|--|--|--|
| How long can I take the finance over? | From 1-5 years | From 2-4 years | From 1-3 years | From 2-4 years |
| What is the maximum age of vehicle that I can finance? | 14 years at the end of the agreement | 7 years at the end of the agreement | New only | 6 years at the end of the agreement |
| Are there any mileage restrictions? | No | Yes You agree your mileage at the outset and if you exceed this and wish to return the vehicle at the end of the agreement, additional charges will apply | Yes You agree your mileage at the outset and if you exceed this and wish to return the vehicle at the end of the agreement, additional charges will apply | No |
| What happens at the end of the agreement? | You pay the Final Payment and Option to Purchase Fee and title of the vehicle will be transferred into your name | You can pay the Final Payment and Option to Purchase Fee and title of the vehicle will be transferred into your name OR You can exercise the Goods Return Option and return the vehicle to Land Rover Financial Services N.B. If the vehicle has exceeded the allowed mileage a charge for excess mileage | You can pay the Final Payment and Option to Purchase Fee including interest (where applicable) and title of the vehicle will be transferred into your name OR You can exercise the Goods Return Option and return the vehicle to Land Rover Financial Services N.B If the vehicle has exceeded the allowed mileage a charge for excess mileage will apply | You pay the Final Payment and Option to Purchase Fee and title of the vehicle will be transferred into your name |
| Do I have any protection against depreciation as a result of an unexpected fall in the vehicle's value? | No | Yes You can return the vehicle at the end of the contract instead of paying the Final Payment regardless of the vehicle's value. If you have not kept the vehicle in good condition or exceeded the agreed mileage, excess charges will apply | You can return the vehicle at the end of the contract instead of paying the Final Payment including interest (where applicable) regardless of the vehicle's value. If you have not kept the vehicle in good condition or exceeded the agreed mileage, excess charges will apply | No |
| Do I have to pay a lump sum at the end of the agreement? | No | Yes A proportion of the amount payable is deferred to the end of the agreement. If you wish to own the vehicle please prepare for this | Yes A proportion of the amount payable is deferred to the end of the agreement. If you wish to own the vehicle please prepare for this | Yes A proportion of the credit is deferred to the end of the agreement; please prepare for this |



ABOVE & BEYOND

FINANCIAL SERVICES

COMPARE OUR CONTRACT HIRE PRODUCTS:

| Key Customer Information | Business Contract Hire | Personal Contract Hire |
|---|--|--|
| Are there any tax benefits? | Yes, VAT can be reclaimed on rentals | No |
| How long can I take the finance over? | From 2-5 years | From 2-5 years |
| What is the maximum age of vehicle that I can finance? | 5 years | 5 years |
| Are there any mileage restrictions? | Yes You agree your mileage at the outset and if you exceed this when the vehicle is returned at the end of the agreement then additional charges will apply | Yes You agree your mileage at the outset and if you exceed this when the vehicle is returned at the end of the agreement then additional charges will apply |
| What happens at the end of the agreement? | At the end of the agreement you must arrange to return the vehicle. You will have nothing further to pay provided the vehicle is in good condition (as per the BVRLA guidelines) and has not exceeded the annual mileage | At the end of the agreement you must arrange to return the vehicle. You will have nothing further to pay provided the vehicle is in good condition (as per the BVRLA guidelines) and has not exceeded the annual mileage |
| Do I have any protection against depreciation as a result of an unexpected fall in the vehicle's value? | Yes You will not own the vehicle at the end of the agreement, at which point you must arrange to return the vehicle to Land Rover Contract Hire | Yes You will not own the vehicle at the end of the agreement,at which point you must arrange to return the vehicle to Land Rover Contract Hire |
| Do I have to pay a lump sum at the end of the agreement? | No | No |



ABOVE & BEYOND

FINANCIAL SERVICES

GLOSSARY & USEFUL INFORMATION

Advanced Payment Plan (APP)

The APP is a derivative of a Personal Contract Purchase (PCP product). There are no monthly payments just a single, upfront payment based on your vehicle's Guaranteed Minimum Future Value (GMFV). The GMFV is based on your agreed annual mileage and the length of the contract term. The GMFV is deducted from the price of your vehicle, you simply pay the remaining balance (plus the agreement interest if applicable) as a single upfront payment.

The options at the end of the agreement are:

Renew – choose a new vehicle from your Retailer and use any excess value over the Final Payment amount towards your deposit. With this option, you can either trade in your vehicle or sell it privately. Subject to settling of your existing finance agreement, any new finance is subject to status.

Return – hand back your vehicle to Land Rover Financial Services under the Goods Return Option. 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.

Retain – pay the Final Payment and title of the vehicle will be transferred into your name.

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 Hire Purchase

Balloon Hire Purchase is essentially, the same as a standard Hire Purchase agreement but with a proportion of the amount of credit is deferred until the end of the agreement. Unlike PCP, there's no Guaranteed Minimum Future Value

(GMFV) and you do not have the option to return the vehicle to Land Rover Financial Services 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. At the end of the agreement you have two options: - make the Final Payment and title of the vehicle will be transferred into your name 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.

Balloon Payment/Final Payment

A balloon payment is the Final Payment deferred to the end of a finance agreement on Personal Contract Purchase (PCP), Advance Payment Plan (APP) and Balloon Hire Purchase agreements. It completes the finance agreement and allows you to take ownership of the vehicle.

Contract Hire

'Rental' agreements where you cannot become the legal owner of the vehicle as you are renting it from Land Rover Contract Hire. Land Rover Contract Hire is listed as the Registered Keeper on the DVLA V5 form. A flexible option allowing you to drive a newer model and optional vehicle maintenance packages 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 vehicle less the outstanding settlement figure. Your Retailer will 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 Minimum Future Value

A Guaranteed Minimum Future Value (GMFV) is equivalent to the deferred Final Payment and is set based on the estimated value of the vehicle at the end of the agreement. This value assumes that when returned the vehicle is within the set agreed mileage and in good condition. The GMFV 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 GMFV is taken by Land Rover Financial Services so you can hand the vehicle back with nothing further to pay at the end of the agreement.*

*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.

Hire Purchase (HP)

Land Rover Financial Services buys the vehicle on your behalf and you pay an initial deposit. The remaining balance plus interest is then paid over an agreed period of one to five years. These are fixed costs, meaning that the APR (Annual Percentage Rate) is set before the contract begins and will not change.

Land Rover Freedom (PCP)

Land Rover Freedom PCP is essentially, the same as a standard Hire Purchase agreement but with a proportion of the amount of credit deferred until the end of the agreement. Unlike Balloon Hire Purchase, the value of the vehicle at the end of the contract is guaranteed to at least equal that of the deferred Final Payment if you exercise the Goods Return Option. Under PCP, you have the following options at the end of the agreement:

(1) renew – 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 deferred Final 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) retain – pay the deferred Final Payment and title of the vehicle will be transferred into your name

Maintenance Contracts

An optional, chargeable product offered by finance companies and Retailers 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 non-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 vehicle from the finance company to you.

Part Exchange

Part exchange involves trading in your existing vehicle and using its value as part payment for your new vehicle, perhaps to help fund a deposit under a finance agreement.

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

If your agreement is regulated under the Consumer Credit Act, Land Rover Financial Services will provide you with the information before, during, and after the agreement is taken out and Land Rover Financial Services give you a written copy of the agreement setting out:

- what type of credit agreement it is, for example hire purchase
- the true cost of the credit, called the Annual Percentage Rate (APR). The APR includes both the rate of interest and any other fees that may be applicable
- the amount of each payment, when it is due to be paid, and how it is made up (loan, interest, administration charge)
- your cancellation rights and whether you can pay off the loan early
- any repossession rights Land Rover Financial Services may have in the event of non-payment

Satisfactory Quality

By law, goods sold must be of satisfactory quality and fit for the purpose for which they were intended. Where there is a credit agreement in place the finance company has a responsibility for the quality of the goods and to resolve any disputes where the goods are not of the required standard.

Voluntary Termination

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.