



LEXUS CONNECT
YOUR FLEXIBLE
FINANCE
OPTIONS

A close-up, black and white photograph of a car's front end, focusing on the headlight and grille. The lighting is dramatic, highlighting the metallic textures and sharp lines of the vehicle's design.

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WE ENJOY THE LITTLE MOMENTS IN LIFE.

Lexus Financial Services provide a wide range of tailored funding options under our Lexus Connect Programme. These are designed to deliver affordable payment options so you can get behind the wheel of a Lexus.

With thinking that goes further, we strive to deliver a flawless experience tailored to your needs. Whether you are a private motorist or a business user looking for a new or an approved pre-owned vehicle, your Lexus Centre is happy to help find the best solution for you.



LEXUS PERSONAL CONTRACT PURCHASE

A FLEXIBLE AND AFFORDABLE OPTION FOR PRIVATE MOTORISTS AND BUSINESS USERS

Lexus Personal Contract Purchase is a convenient, low risk way to finance the Lexus you want to drive today. We set a Guaranteed Future Value for your Lexus based on the term of your agreement and how many miles you expect to drive each year. This protects the value of your Lexus at the end of the agreement.

You will need to decide the term of your agreement (between 24 and 42 months) and how many miles you expect to drive each year.

HOW IT WORKS THINK OF THE COST OF YOUR LEXUS AS BEING DIVIDED INTO THREE MAIN PARTS:

1. DEPOSIT

At the start of the agreement you can put down a deposit that suits you. It can be as little as you need from 0% or up to 35% of the price of the car.

2. GUARANTEED FUTURE VALUE (GFV)

We will set a minimum Guaranteed Future Value for your car. This guarantees how much your vehicle will be worth at the end of your agreement. Along with the deposit, this amount is deducted from the purchase price of the vehicle.

3. DIFFERENCE

Your monthly payments are then calculated on the difference between the purchase price less your deposit and Guaranteed Future Value, plus any interest charges on the total amount of credit. This means that in most cases, your monthly payments could be more affordable than a traditional Hire Purchase agreement or Personal Loan.



LEXUS PERSONAL CONTRACT PURCHASE

AT THE END OF YOUR AGREEMENT,
YOU HAVE THREE FLEXIBLE CHOICES:

UPGRADE

You can part-exchange your car for a brand new Lexus. If the trade-in value is more than the Guaranteed Future Value (GFV), you can put the equity towards your next car.

KEEP

If you want to keep the car, simply pay the GFV and the option to purchase fee and you can own your Lexus.

RETURN

Alternatively, you can give the car back with nothing more to pay, subject to maximum mileage and meeting reasonable wear and tear conditions.

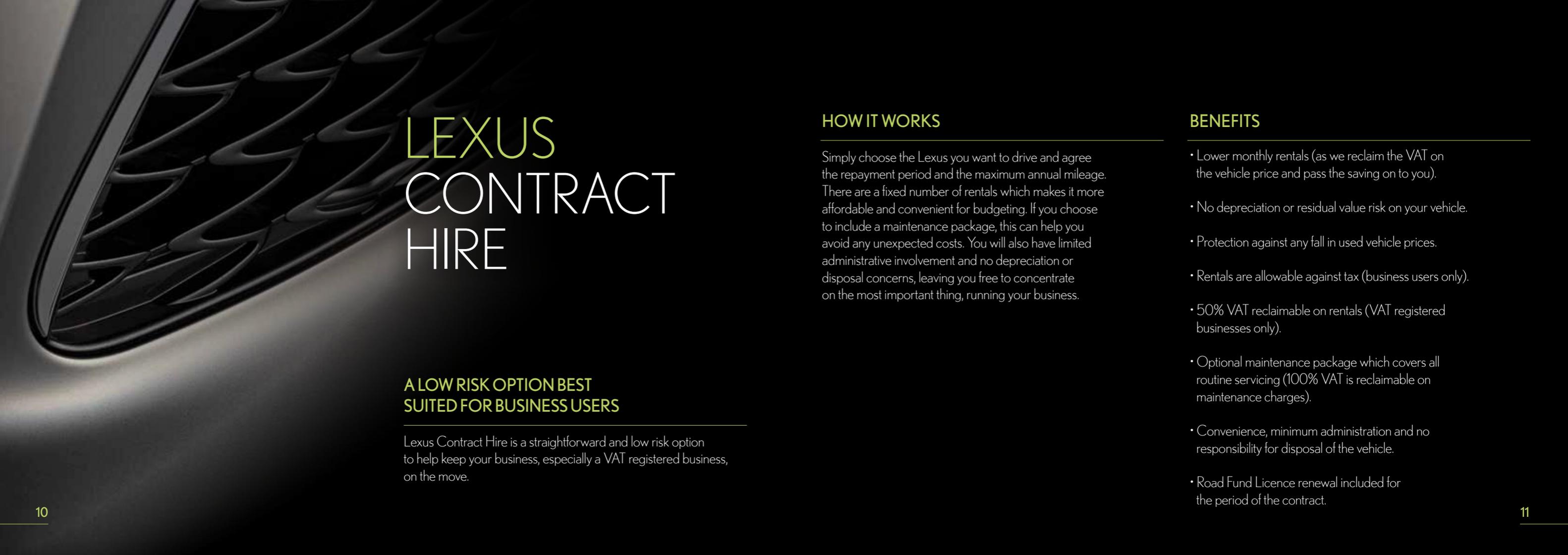
THE BENEFITS FOR PRIVATE MOTORISTS

- You can afford the car that you want with a lower monthly payment.
- The future value of your car is guaranteed with Lexus Financial Services, meaning that the value of your car will not be affected if trade-in values fall.
- Your payments are fixed for the length of the agreement, so there are no hidden costs.
- With no minimum deposit requirement there is no need for a large initial outlay.
- It offers you flexibility if you need to change your vehicle sooner, enabling you to upgrade after two or three years.

THE BENEFITS FOR BUSINESS USERS

- Non-VAT registered businesses will find Lexus Personal Contract Purchase especially advantageous, as will customers opting out of company car schemes.
- Writing down allowances can be claimed.
- The vehicle can be shown as an asset on the balance sheet.
- You will have a reduced capital outlay because there is no minimum deposit.





LEXUS CONTRACT HIRE

A LOW RISK OPTION BEST SUITED FOR BUSINESS USERS

Lexus Contract Hire is a straightforward and low risk option to help keep your business, especially a VAT registered business, on the move.

HOW IT WORKS

Simply choose the Lexus you want to drive and agree the repayment period and the maximum annual mileage. There are a fixed number of rentals which makes it more affordable and convenient for budgeting. If you choose to include a maintenance package, this can help you avoid any unexpected costs. You will also have limited administrative involvement and no depreciation or disposal concerns, leaving you free to concentrate on the most important thing, running your business.

BENEFITS

- Lower monthly rentals (as we reclaim the VAT on the vehicle price and pass the saving on to you).
- No depreciation or residual value risk on your vehicle.
- Protection against any fall in used vehicle prices.
- Rentals are allowable against tax (business users only).
- 50% VAT reclaimable on rentals (VAT registered businesses only).
- Optional maintenance package which covers all routine servicing (100% VAT is reclaimable on maintenance charges).
- Convenience, minimum administration and no responsibility for disposal of the vehicle.
- Road Fund Licence renewal included for the period of the contract.



LEXUS CONTRACT HIRE

SERVICE & MAINTENANCE WHAT IS INCLUDED

- All routine servicing and maintenance due to fair wear and tear, including all parts and labour costs. Services can be arranged at any authorised Lexus Centre.
- Road Fund Licence renewal is included for the period of the contract.
- Lexus Roadside Assistance (LRA) for the duration of your agreement.
- A relief vehicle option is available for fully maintained contracts where a car is supplied after 24 hours for up to 28 days.

SERVICE & MAINTENANCE WHAT IS NOT INCLUDED

- Topping up of petrol or oil between services.
- Any form of paintwork repair or re-spraying.
- Accident or impact damage e.g. a puncture.
- Shattered windscreen or any glass repairs.
- Any driving penalties or parking fines. These will be forwarded to the customer.

Please note

This is not an exhaustive list. Your Lexus Centre will be able to provide more details on what is and is not covered under a fully maintained agreement.

OTHER FINANCE PRODUCTS



LEXUS HIRE PURCHASE

Best for private motorists and business users who want ownership at the end of the agreement

HOW IT WORKS

Choose the car you want to drive and select the repayment term most suited to your budget. Payments are spread over an agreed period and at the end ownership of the vehicle will pass to you.

BENEFITS

- Fixed monthly payments for easy budgeting
- No large final payment
- The car is yours at the end of your agreement

BENEFITS ESPECIALLY FOR BUSINESSES

- Writing down allowances can be claimed
- Your car can be shown as an asset on the balance sheet

LEXUS LEASE PURCHASE

A form of hire purchase for both business users and private motorists.

HOW IT WORKS

This form of Hire Purchase significantly reduces your monthly payments by including a large final payment. A proportion of the cost of your car is deferred to the end of your agreement. Although we do not guarantee this amount, you could still benefit from lower monthly payments.

BENEFITS

- Fixed monthly payments for easy budgeting
- Choose the term of the agreement to suit your needs
- You own the car at the end of the agreement

BENEFITS ESPECIALLY FOR BUSINESS

- No minimum deposit required which means a reduced initial capital outlay
- Writing down allowances can be claimed
- Your Lexus can be shown as an asset on the balance sheet



OTHER FINANCE PRODUCTS

LEXUS LEASING

These cost effective options are popular with business users and there are two types to choose from; Full Payout Lease or Balloon Lease.

HOW IT WORKS

You decide which of the two types of Finance Lease you would like, either Full Payout Lease or Balloon Lease.



FULL PAYOUT LEASE

You spread the cost of the car over a period that suits you. At the end of your agreement, you must sell the car to a third party, and 95% of the proceeds from the sale are returned to you as a refund of rentals. Alternatively, at the end, you can enter into a second rental period for which you pay a nominal one-off amount.

BALLOON LEASE

At the beginning of the agreement a balloon payment is set, which has the effect of lowering the monthly rentals or reducing the term. At the end of the agreement you sell the car to a third party and the proceeds are used to pay the balloon amount. If the proceeds of the sale are in excess of the balloon amount you will receive a rebate of 95% of the excess, less VAT. However, if the sale of the car does not cover the balloon amount, you are responsible for paying the shortfall.

BENEFITS FOR PRIVATE MOTORISTS

- Lower monthly rentals (as we reclaim VAT on the car and pass the saving on to you).

BENEFITS ESPECIALLY FOR BUSINESS

- Greater funds are held in your business, since the initial outlay is reduced.
- 50% VAT may be reclaimable on rentals (VAT registered businesses only).
- Your Lexus can be shown as an asset on the balance sheet.
- Rentals are allowable against tax (business users only).

LEXUS PERSONAL CONTRACT HIRE

Lexus Personal Contract Hire is currently only available on models: CT, IS, RC, RC F and GS F. Offers may be varied or withdrawn at any time.

Lexus Personal Contract Hire is a fixed cost motoring option for private customers. This may be the best way of financing a Lexus if you don't want to own the car you drive.



HOW DOES IT WORK?

Simply choose the Lexus you want to drive and agree the fixed period over which you wish to use the vehicle, along with the maximum annual mileage.

You put down an initial rental (calculated on a multiple of the monthly rentals) and then pay fixed rentals on a monthly basis. You can include an optional maintenance package - making it more affordable and convenient for budgeting.

At the end of the contract, you simply hand the Lexus back. Provided you have not exceeded the maximum contract mileage and subject to fair wear and tear, there will be nothing more to pay and you are free to choose your next Lexus.

BENEFITS

- A low initial outlay
- Low monthly rentals
- Fixed term and payments to enable easy budgeting
- No depreciation or disposal worries
- Optional maintenance package for complete fixed cost motoring

PRODUCT SUMMARY

Here is a summary of our financial products designed to show the difference between the various plans. If you have any questions, the dedicated staff at your local Lexus Centre will be happy to help you find the right solution for your financial needs.

FINANCIAL PRODUCT	OWNERSHIP AT THE END OF THE AGREEMENT	FIXED MONTHLY PAYMENTS	EASY BUDGETING	DEFER AN AMOUNT TO THE END OF YOUR AGREEMENT
LEXUS CONTRACT HIRE	X	✓	✓	X
LEXUS PERSONAL CONTRACT PURCHASE	✓	✓	✓	✓
LEXUS HIRE PURCHASE	✓	✓	✓	X
LEXUS LEASE PURCHASE	✓	✓	✓	✓
LEXUS LEASING	X	✓	✓	✓
LEXUS PERSONAL CONTRACT HIRE	X	✓	✓	X



FINANCE A NEW OR AN APPROVED PRE-OWNED LEXUS

If you choose an Approved Pre-Owned vehicle from Lexus, it guarantees you the same level of service and attention to detail you enjoy when buying a new Lexus.

For added reassurance, every pre-owned Lexus comes with a comprehensive warranty, independent vehicle history and mileage check, Lexus approved service history and independent AA inspection. Although you may never need it (since Lexus cars lead reliability statistics), Lexus also provides 24-hour AA Roadside Assistance. Lexus Financial Services also offers a wide range of finance plans to make buying a pre-owned Lexus as effortless as driving one.

IMPORTANT INFORMATION FOR BUSINESS USERS

COMPANY CAR TAX

All company car drivers are taxed on the basis of '**benefit in kind**' - the benefit they receive for having their company car available for their own private use. The taxable value of the company car depends on how much the vehicle costs and what type of fuel it uses.

The taxable rates change on an annual basis. For the latest information and to access the HM Revenue & Customs Calculator, please visit:
www.gov.uk/calculate-tax-on-company-cars.

INSURANCE – LOOKING AFTER YOUR INVESTMENT

THE SMART WAY TO PROTECT YOUR BODYWORK

If you purchase Lexus SMART (Small Motor Accident Repair Technology) Cover, you are eligible to claim for minor scratches, dents, chips and scuffs. Using exact paint matches and a sophisticated Lexus-approved process, the SMART repair technician will restore your Lexus to help keep it in great condition.

For more information about how to claim or what types of damage is covered, please refer to your local Lexus Centre or the Lexus SMART Cover brochure.

ASSET PROTECTOR

Asset Protector (GAP) is a great way to protect your investment in the unfortunate event that your vehicle is written off. It's quick to arrange and should you need to claim, could provide a valuable benefit to you.

For more information or if you have any questions, please contact your local Lexus Centre or refer to the Lexus Asset Protector brochure.

LEXUS FINANCIAL SERVICES – STATUS DISCLOSURE

Lexus Financial Services, (LFS) offers Asset Protector products from a single provider, Aioi Nissay Dowa Insurance Company of Europe Limited. The product is administered by Abraxas Insurance Administration Services Limited. LFS is an agent of the insurer in respect of the sale of these products and is a trading name of Toyota Financial Services (UK) PLC. Toyota Financial Services is authorised and regulated by the Financial Conduct Authority (FCA) registered number FRN310226. This can be verified at the FCA website www.fca.org.uk/register or by phoning **0300 500 8082**.

COMPENSATION

Aioi Nissay Dowa Europe is covered by the Financial Services Compensation Scheme. This provides compensation in case Aioi Nissay Dowa Europe is unable, in specified circumstances, to meet any valid claims under its policies. Further information can be obtained from the Insurer or the Financial Services Compensation Scheme. For more information on Asset Protector insurance from LFS pick up a brochure in your Lexus Centre or visit www.lexus.co.uk.

**TO ENSURE THAT WE ARE DELIVERING THE
BEST SERVICE TO YOU, LEXUS FINANCIAL
SERVICES IS REGULATED BY A NUMBER OF
INDEPENDENT ORGANISATIONS.**

FINANCE AND LEASING ASSOCIATION

As a member of the Finance and Leasing Association (FLA), we support and fully comply with their code of practice, which covers the way we contact and work with you. If you would like to see a copy of this code please visit the FLA web site at www.fla.org.uk.

FINANCIAL CONDUCT AUTHORITY

We are authorised and regulated by the Financial Conduct Authority (FCA). Our registered number is FRN310226.

FINANCIAL OMBUDSMAN SERVICE

As an Authorised Firm, we are required to maintain the highest standards. If you have a complaint related to your regulated finance agreement, your first point of contact is our dedicated Customer Experience team on **0370 850 7788**. However, if for any reason your complaint has not been resolved, you may be entitled to contact the Financial Ombudsman Service. You can ring them on **0300 123 9123**, visit their website www.financial-ombudsman.org.uk or write to them at **The Financial Ombudsman Service, Exchange Tower, London, E14 9SR**

DATA PROTECTION ACT

In accordance with the Data Protection Act 1998, your Lexus Centre will have explained the Lexus Financial Services' policy regarding the use of your personal information to you. You can also find this information in your agreement or contact our Customer Experience team who will be happy to explain this to you.

We will send important information to you in regards to your finance agreement and other information that may be useful for you. If you do want to opt out of marketing communications from us, please contact our Customer Experience team on **0370 850 7788**.

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