



Novated Lease

Novated leasing is one of the most convenient and cost effective ways to package your car and it's running costs.



1300 88 22 66

A Novated Lease packages up your car finance and running costs, such as fuel, servicing, maintenance, insurance and registration all into one easy payment that comes directly from your salary, each pay cycle.

Big benefits

No GST

Save GST on the purchase price of your next car as well as on the everyday running costs. Save even further because of FleetPartners nationwide fleet purchasing power.

Income tax savings

Because your car and its running costs are paid from your salary using a mixture of pre and post-tax dollars, it reduces your taxable income. This can lead to significant income tax savings.

Budgeting

Enjoy the convenience of one easy flexible monthly payment. We help you set a budget to cover your running expenses over the life of your lease based on the type of car and the kilometres you travel each year.

Compare and save

How it works



You lease the car in your name, through your employer. The car finance and its running costs are paid from a combination of your pre and post-tax salary.

We'll help you set a budget for the ongoing running costs based on the type of car you lease and how far you expect to travel each year. You can adjust your budget at any time if they don't quite fit your requirements.

At the end of your lease period, which is typically 3-5 years, you have the option to lease a new car, re-lease your existing car or purchase the car outright.

	Personal Finance	Novated Lease
Gross annual salary	\$80,000	\$80,000
Monthly take home pay	\$5,071.00	\$5,071.00
Impact on take home pay	\$1,053.00	\$798.00
New monthly take home pay	\$4,018.00	\$4,273.00
Savings per month	-	\$255.00
Annual savings with a novated lease		\$3060*

Based on a Mazda3 2.0 Touring Safety Auto FWD hatchback valued at \$27019.00 RRP

*The annual savings figure of \$3060 is based across a three year (36 month) novated lease and is derived from the following criteria: **1**) Average Adult Australian Salary of \$80,000 - ABS Nov 2014 statistics **2**) Vehicle purchased in VIC **3**) Recommended retail price (\$27019.00) of Australia's number 1 selling retail car the Mazda3 2.0 Touring Safety Auto - VFACTS Jan 2015 statistics **4**) Travelling 25,000km annually **5**) Salary Sacrifice using Employee Contribution Method (ECM) **6**) Assumed residual value of \$13,488.30 based on residual percentage outlined by ATO guidelines. Personal finance comparison based on an interest rate of 9.47% pa. Payments made monthly in arrears over 36 months. Current 03/02/2017. The calculations are not intended as a substitute for any specific financial advice you may obtain. They do not contain all the possible combinations of data and have used certain assumptions. The effect of certain factors, which could have an impact on your individual circumstances, may not have been taken into account. Fleet Partners Pty Limited or any related bodies corporate cannot accept responsibility for any errors or omissions from the information or any reliance placed upon it. Your individual circumstances may affect the overall benefit of a Novated Lease. Contact us for a tailored quote.

Your new car is just 5 easy steps

Step 1: Get your employer on board

We need to have an agreement in place with your employer to enable salary sacrifice deductions as part of your Novated Lease.

Step 2: Find your new wheels

You can lease a new or a used car. Do your research online as usual and test drive a car or two to make sure it's the one for you. If you want a second opinion, we can always help you decide. You can also use our Novated Lease calculator to work out the likely repayments.

Step 3: Lock in the savings

To save you time and money, our novated experts negotiate a competitive deal for your chosen new car with our dealers. For a used car, you would need to provide us the purchase price. You will then receive a tailored quote based on your annual salary and the estimated kilometres you are likely to travel each year. This would give you a clear picture of how the car repayments will affect your take home pay.

Step 4: Complete your finance application online and return your authorised documents

Once you're happy with the numbers, the quote will need to be authorised by you and your employer. The next step would be to complete a quick finance application online.

Step 5: Drive away

Drive away in your new car. Your fuel card will be mailed to you shortly after your vehicle delivery. Your salary deductions commence via your employer's payroll and you'll receive detailed monthly reports from us so you can see how you're tracking.

What's included

- » GST Savings on
 - Fuel
 - Repairs and maintenance
 - Tyres, batteries and windscreen
- » Registration and CTP
- » Comprehensive insurance
- » Roadside assistance

Why FleetPartners?

Unbeatable experience. With more than 30 years' experience in car leasing and fleet management, we keep more than 55,000 vehicles on the road across Australia.

All this experience and expertise means we're sure to save you time and money when acquiring your next car. In fact, our novated experts are all pure-blooded car enthusiasts who are always up to date with all the latest models, and are sure to help you make the right choices.

With a FleetPartners Novated Lease, you'll not only save GST on the purchase price of your next car but be able to take advantage of everyday savings.

Frequently Asked Questions



How does a novated lease work?

A novated lease is a personal lease and does not require a high number of kilometres to be travelled each year. All your vehicle running costs - fuel, registration, insurance, tyres and maintenance, along with the vehicle finance is rolled into a regular payment that is paid from your salary.

What type of cars can be leased?

Novated Leasing can be arranged for passenger or light commercial vehicles, subject to your company's fleet leasing policy, (Motorbikes and heavy commercial vehicles are excluded). Used vehicles can also be novated, provided they are not older than eight years old or more than 200,000km on the odometer at the end of the lease term. Vehicles have to be valued at more than \$10,000 (exc. GST), and have a current roadworthy certificate and registration papers.

How long can I take out a Novated Lease for?

A Novated Lease can be taken out for a term of 12 - 60 months (1 - 5 years).

What happens at the end of the lease?

You will be contacted by a FleetPartners representative four months before your lease expires. At this time you will have a choice of extending the lease (subject to conditions), signing up for a new vehicle or payout your current vehicle.

What happens if I leave my employer during the lease term?

You are the registered owner of your car with FleetPartners holding the finance. Your novation agreement ends with a full reconciliation of the running costs. There are three options you can select from:

- Continue to pay your monthly lease rentals (excluding running costs) with your post tax pay.
- Pay out the lease and purchase the vehicle.
- In some instances you can arrange a novated agreement with your new employer.

In all instances you'll need to complete a Fringe Benefits Tax Declaration form, stating your vehicle's odometer reading before you leave your current employer.

What is FBT (Fringe Benefits Tax)?

When you use your pre-tax salary to pay for your novated lease you reduce your taxable income, therefore reducing your income tax. To offset some of this reduction in tax, the ATO levies another tax called FBT on the benefit that has been provided to you. FBT is paid pre-tax in addition to the total cost of the vehicle and its running cost.

Why are there pre-tax and post-tax payments shown on my quote?

This is referred to as Employee Contribution Method (ECM). It can sometimes reduce the Fringe Benefits Tax (FBT) payable under a novated lease agreement. By making a post tax payment you can reduce the Fringe Benefit Tax owed.

Can I change the proposed budget for my running costs such as fuel, maintenance, and tyres?

We propose your budget based on your car choice and estimated kilometres. If you expect your car costs to be different, we can update your plan accordingly.

It is important to remember that we help you manage your money as accurately as possible to ensure sufficient funds are always available for necessary running costs. Any money you contribute above the amount needed will be refunded at the end of the lease.

How do I know if I am tracking to budget on my Novated Lease?

We will provide a monthly driver statement via PDF to your nominated email account showing actual versus budgeted expenditure allowing you to review and monitor your usage. If you find you are driving more or less kilometres, we can always revise your budgets to match your actual spend.

What is the 'effect' on your take home pay?

Whether you select a full pre-tax method or a combination of pre and post-tax (ECM), the difference between what you get paid prior to setting up a novated lease and what you will see after, is the 'effect' on your pay.

