



# At a glance

Fixed payments.

Tax deductions (for businesses).

Trade-In or keep the car at the end of the plan.

Guaranteed Minimum Trade-In option.

Ability to include service and maintenance.

Combine your Toyota Vehicle Insurance and Toyota Payment Protection into your monthly repayments  
Payment Protection payments into your payments.

All loans and leases are subject to Toyota Financial Services normal lending criteria. Standard terms and conditions and interest rates are available at your Toyota Dealership or at [www.tfs.co.nz](http://www.tfs.co.nz)

For more information please contact us on  
0508 GO TOYOTA  
(0508 46 86 96)  
or visit our website at  
[www.tfs.co.nz](http://www.tfs.co.nz)



Toyota Finance New Zealand trading as Toyota Financial Services

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# Choices Finance



# Drive a better vehicle now and refinance or trade-in at the end of the plan – that's Choices!

## Who is it for?

Choices Finance is great for customers wanting lower payments so they can drive a better vehicle.

## How does it work?

Choices lets you defer part of the purchase cost of your new vehicle until the end of the term. This means your payments are lower and you can drive a better vehicle when compared with other finance plans.

We use a formula, based on the kilometres you intend to cover and the length of time you'd like to own the vehicle, to calculate the expected value of the vehicle at the end of the plan – this is your Guaranteed Minimum Trade-In Value (GMTIV). Your payments are calculated accordingly.

Because your payments only relate to the difference between the purchase price and the GMTIV, your payments are generally lower than traditional finance plans.

When trading-in a vehicle, your GMTIV is designed to protect you from any unfavourable fluctuations in the used vehicle market.

## How long is the plan for?

You can choose any term between 24 and 60 months, it's up to you.

## How are the payments structured?

Your deposit is flexible (the higher the deposit, the lower the payments). You can pay weekly, fortnightly or monthly.

## What happens at the end?

### 1) Keep the vehicle

If you choose to keep the vehicle at the end of your plan you can either pay off the outstanding amount, or seek to refinance with Toyota Finance for a further period.

### 2) Trade-in the vehicle

You can trade-in your vehicle using your GMTIV Certificate provided you finance your replacement vehicle with Toyota finance for at least 12 months. The Certificate will protect you by absorbing the loss if your vehicle is worth less than the original GMTIV calculation. If you sell your vehicle for more than the GMTIV, the net profit is yours.

## What about 'excess kilometres'?

If you drive more kilometres than you planned, we will recalculate the GMTIV (based on the number of excess kilometres) at the end of the plan.

## What happens if I can't meet my payments?

Talk to your dealer about Toyota Payment Protection. Including payment protection in your plan means you're covered if you are unable to meet your minimum payments because of an accident, illness, unemployment, death or if you need to provide care for a family member.

## Insurance

You are responsible for keeping the vehicle comprehensively insured throughout the finance plan. We can cover you with Toyota Vehicle Insurance, which can be easily included as part of your payments.

## Servicing

You can spread the costs of vehicle servicing by including these in your payments. Talk to your Toyota Dealer about our service and maintenance plans.

## Vehicle used for business purposes?

Business customers are purchasing the vehicle at the beginning of the plan for income tax and GST purposes, which should mean depreciation, interest and servicing costs are all tax deductible.

You can claim GST on the purchase price of the vehicle, service plan, Toyota Vehicle Insurance and Toyota Payment Protection (if GST registered).

Fringe Benefit Tax is assessed on the full GST-inclusive on-road cost of the vehicle (excluding insurance, warranties, and service plans).

We recommend that you seek independent advice on how these tax treatments relate to you, as we may be unaware of your specific circumstances.

## GMTIV Explained...

To take advantage of your Guaranteed Minimum Trade-In Value Certificate you will need to:

- Finance your replacement vehicle with Toyota Finance for at least \$5,000 over a minimum term of 12 months.
- Keep the vehicle regularly serviced according to the manufacturer's specifications.
- Stay within the agreed kilometre allowance as the GMTIV value will reduce per kilometre over the kilometre allowance.
- Ensure the vehicle is returned in a good condition (allowance for normal wear and tear is acceptable).