

# Subaru Financial Services



Financial  
Services





## Subaru Financial Services

When you fall in love and know it's the one, you don't want to wait. So why should you?

Subaru Financial Services<sup>1</sup> brings you and your Subaru together, faster. It's like a Vegas wedding, with a bit more class and a lot better with numbers. And the only thing better than your new Subaru, is your next one. So we work hard to make upgrading into a newer Subaru more often, part of the process. It's a lifelong love affair – we get it. Available at participating Subaru Financial Services Retailers.

### WHY SUBARU FINANCIAL SERVICES?

We know financing can be a hassle, so we're here to make everything as easy as possible and help start your next Subaru journey faster with more transparency than ever before.



#### MULTIPLE FINANCE OPTIONS

A suite of Subaru finance products available for you to choose from.



#### GUARANTEED FUTURE VALUE

If you choose a GFV agreement, gain peace of mind with a pre-arranged minimum buy-back value when your loan ends.



#### FINANCE SPECIALISTS

Our Subaru Finance Team are with you every step of the way to make things as easy as possible.

## **PERSONALISED PRICING**

Subaru Financial Services offers personalised pricing based on a rate that's specific to you. Your rate is determined based on factors such as your personal circumstances, as well as the specific structure of your loan. The rates we offer are fixed for the term of your loan to provide certainty and predictability.

Speak to a participating Subaru retailer today for a quote and get the keys to your Subaru sooner.

## **FIXED RATE CONSUMER LOAN**

This is the typical loan to help you get the keys to your dream Subaru - available for new and used cars if the vehicle is for personal use. The maximum allowable age of a used vehicle at the end of the loan is up to 12 years depending on your eligibility criteria.

Eligible customers can also opt for a balloon payment at the end of their loan.

Repayments and interest rates are fixed, providing certainty over the course of your loan. Repayments can be made in fortnightly or monthly instalments, giving you the flexibility to manage your payment schedule.

## **FIXED RATE CHATTEL MORTGAGE**

Chattel mortgages are your bread-and-butter business loans available to ABN holders, provided the vehicle is to be used predominantly for business purposes.

Like a Consumer Loan, eligible customers can opt for a balloon payment at the end of their loan.

Repayments and interest rates are fixed, providing certainty over the course of your loan. Repayments can be made in fortnightly or monthly instalments.



## SUBARU GUARANTEED FUTURE VALUE

The Guaranteed Future Value (GFV)<sup>2</sup> is a car's guaranteed future buy-back amount, as determined by Subaru Financial Services. Under a GFV agreement, on expiration of your loan term, depending on your personal circumstances, you will have up to three options – upgrade to a new model, retain the vehicle by paying us the GFV amount (which you may be eligible to refinance), or return the car.

This arrangement is great for managing your cash flow, because with a GFV agreement you will know exactly what your monthly payments will be. It also helps minimise the risks associated with fluctuating used car market conditions, so that if at the end of the loan term, the actual market value of the car has dropped below the guaranteed future value amount, Subaru Financial Services will absorb the difference – because the value has been guaranteed.

You could hand it back with nothing more to pay – even if the car's market value happens to be much less than the GFV amount (subject to meeting Fair Wear and Tear conditions and kilometre allowance). Plus, the good news is that if the market trade-in valuation for your vehicle is worth more than the GFV, you may be able to upgrade your Subaru, trade in the vehicle and pocket the difference.

So, enjoy peace of mind and protection from fluctuating used car prices and let Subaru Financial Services take the risk, not you.



## KEY BENEFITS OF A GUARANTEED FUTURE VALUE AGREEMENT

- You can enjoy driving the latest Subaru with the best safety innovations, technology and driving dynamics – knowing the future value is protected. You can also include Subaru Premier Motor Insurance for a complete Subaru ownership experience!
- Flexible terms and no minimum deposit required (subject to individual credit approval). Your agreement can be tailored over 36 or 48 months and include either 15,000 or 20,000kms travelling distance annually.
- Payments are tailored to your individual circumstances based upon your personal credit history, any deposit amount that you contribute and the GFV for the model, term and mileage combination that you nominate.
- No resale hassles, because the minimum buy back amount of your Subaru is guaranteed. Subject to your circumstances at the end of the loan term, you could choose to either upgrade, retain or return your Subaru.
- If you choose to keep your Subaru at the end of the agreement, you only need to pay out the balance of your loan. This is your final payment which you can pay with any funds you have available or talk to us about refinancing.
- Ideal for both personal and business customers and available on all finance agreement types (subject to eligibility).

# WHAT HAPPENS AT THE END OF YOUR TERM?

At the end of your term, choose from three great options depending on your lifestyle and circumstances at the time. You can:



## UPGRADE

Use your current car as a trade in and upgrade to a new Subaru (provided you continue to meet the loan approval criteria).



## RETAIN

Change nothing and keep driving your Subaru. Just pay the final amount, which is the GFV. We can help you with finance if required.



## RETURN

Simply return your Subaru and have nothing more to pay (provided your car meets Fair Wear & Tear conditions and agreed kms).

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## SO HOW DOES IT WORK?

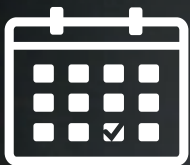
The choices are yours every step of the way...



**CHOOSE THE SUBARU**  
that you want to drive.



**CHOOSE THE DEPOSIT**  
that you want to pay (if at all).



**CHOOSE THE TERM**  
of your agreement  
(it can be over 3 or 4 years)



**CHOOSE THE NUMBER  
OF KILOMETRES**  
that you will drive by the end of the  
term. This includes any kilometres  
that the car has already driven.

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## FREQUENTLY ASKED QUESTIONS – GENERAL

### Q. How do car loans work?

A. Under a car loan, you borrow money to purchase your new car and then pay it off in monthly instalments. Interest is charged on the money you borrowed, along with associated loan processing fees. This is typically incorporated into the monthly repayment figure you pay back. This loan is paid back over a given timeframe, which can be flexible to your circumstances. You will need to apply for a loan to determine your eligibility.

### Q. Why should I finance a Subaru instead of buying one with cash?

A. Each method has both pros and cons and you might want to engage your financial adviser to help you make that decision. For most people, the main benefit of a car loan, over other forms of payment, is that it allows you to have access to your brand new Subaru today, rather than having to wait to save up for the full purchase price.

### Q. Why should I finance through Subaru instead of my bank?

A. Subaru offers a convenient one-stop-shop to organise both your finance and the purchase your vehicle, potentially saving you time over organising money through a bank. You also know that Subaru is a brand you can trust and the option of a Guaranteed Future Value, which banks do not offer, can also be an attractive benefit.

### Q. What is a balloon payment on a car loan?

A. A balloon payment is a lump sum of money at the end of your loan term, that you need to repay to fully pay off your loan and own your vehicle outright. The size of your balloon will impact the amount of your monthly repayments ie generally speaking, the larger the balloon amount, the lower the monthly repayment amount.

### Q. What is a secured car loan?

A. There is a risk associated with every loan application. This is due to the loan having to be paid over a period which puts the repayments at risk. One way financiers reduce this risk is through securing the

car against the loan. In order to do this the financier will register a security interest against the car on the Personal Property Securities Register (PPSR). If you fail to meet repayments, the vehicle may be recovered and sold to cover the cost of the loan and associated recovery fees. Almost all car loans will be secured against the car.

**Q. How long does it take to get vehicle finance?**

A. Depending on the application, it can take as little as a couple of hours to secure your approval – if you have a good credit history, can provide proof of your income, assets and liabilities and other identification verification upfront.

**Q. What is a Chattel mortgage and am I eligible for one?**

A. A Chattel mortgage is a popular car loan for businesses, because the business is the owner of the vehicle instead of the individual. You will need to provide the business' ABN and confirm that you intend to use the car primarily for business purposes. If you meet these criteria, talk with our friendly team at a participating Subaru Financial Services Retailer to understand how best to structure this loan for your needs.

**Q. What documents do I need to apply for finance?**

A. For a quick, hassle-free car loan application you'll need to provide documents that prove you're a reliable borrower. Documents such as –

- Personal information and identification
- Proof of income
- Proof of assets and liabilities
- Information about your car and insurance

**Q. How much can I borrow for a car loan?**

A. The amount you can borrow will entirely depend on your personal circumstances. It's best to talk with one of our team at a participating Subaru Financial Services dealership to help understand how much you can borrow.

**Q. What will my repayment be?**

A. Assuming you are eligible for a car loan, the amount of your repayments will be determined by a number of factors including your credit history. The car loan calculator on our website can give you a quick estimate of what your potential repayments might be, but this may differ to your personal rate so it is best to talk to the Business Manager at your Subaru Retailer.

## FREQUENTLY ASKED QUESTIONS – GUARANTEED FUTURE VALUE (GFV)

### Q. What is Guaranteed Future Value?

- A. Guaranteed Future Value (GFV) is a safety net in the form of a guaranteed minimum buy-back amount for your Subaru at the end of the loan term, as determined by Subaru Financial Services. When setting up your loan we set your final repayment to be in line with the GFV value. So, put simply the GFV value is either;
- The amount we will pay you as a credit towards your final repayment in exchange for the vehicle at the end of the loan term (subject to the vehicle meeting our Fair Wear & Tear standards and agreed kilometres); or
  - The amount you will need to pay us at the end of the loan term, should you elect to retain the vehicle.

### Q. How does Guaranteed Future Value work?

- A. Subaru Financial Services analysts set the GFV based on several factors that influence the car market – such as new models, economic and consumer trends. This GFV also factors in your loan term and agreed End Odometer reading.

### Q. Does the GFV equal the expected market value?

- A. No. The GFV is a value that our team of analysts determine using data from a range of sources to determine values at a set point in time. This is a continuous process which accounts for new trends and economic fluctuations. The GFV amount set is not intended to be a definitive estimate of the market value of the vehicle at the end of the loan term.

The one thing you can control, is to maintain your vehicle well in line with our Fair Wear and Tear guidelines and to not exceed the agreed kilometres, in order to avoid additional fees and charges in the event you want to return or upgrade the vehicle.

### Q. Do I have to keep the car in good condition?

- A. If you intend to return or upgrade your Subaru at the end of the loan term, then yes, you do. But if you're planning to retain the vehicle at the end of the loan term, then it's entirely up to you, although, for safety purposes, we obviously always recommend that you keep your vehicle well maintained. We set guidelines to explain what we consider to be good condition in our Fair Wear and Tear booklet, which can be found in your Subaru Retailer or on our website.

**Q. What happens if I have a GFV and I damage my car?**

- A. If you have chosen to return your vehicle and at the end of the loan term, and it doesn't meet our Fair Wear and Tear Guidelines, we'll give you the opportunity have the vehicle repaired at your cost, prior to the returning it to us. We can help you assess the condition of your vehicle so that you can carry out the necessary repairs. Otherwise, you can return the vehicle 'as is' and we will invoice you for the cost of repairs required to return the vehicle to a standard that is in line with our Fair Wear and Tear standards.

**Q. What happens if I drive extra kilometres?**

- A. If you drive more than your End Odometer, an excess usage charge may apply. We will only invoice you for this if you choose to return your vehicle at the end of the agreement.

**Q. What vehicle can I buy through GFV?**

- A. Assuming you are an approved Subaru Financial Services purchaser, GFV may be used to purchase any new Subaru vehicle.

For more information, please speak to your local participating Subaru Financial Services Retailer.



Visit [subaru.com.au/financial-services](http://subaru.com.au/financial-services) to discover more about Subaru Financial Services today.

[www.subaru.com.au](http://www.subaru.com.au)

1. Approved applicants only. Terms, conditions, fees and charges apply. Finance is provided by IFSA Pty Ltd ABN 39 651 319 774 trading as Subaru Financial Services, managed by Allied Retail Finance Pty Ltd ABN 31 609 859 985 Australian Credit Licence 483211. Available at participating Subaru Financial Services Retailers only.

2. The Guaranteed Future Value (GFV) is the minimum future value of your vehicle as determined by Subaru Financial Services (SFS) and set out in your contract. At the end of your term, you can select from the three options: (1) upgrade your vehicle by trading it in; (2) retain the vehicle by paying the GFV, which is a lump sum owed at the end of the loan term after all monthly repayments have been made; or (3) exercise the option to return the vehicle. If you decide to return your car at the end of your term, SFS, or another entity appointed by SFS, will purchase the vehicle from you for the GFV, subject to agreed kilometres and fair wear and tear conditions being met, which will be put against amounts outstanding under your Loan. Finance is provided by IFSA Pty Ltd ABN 39 651 319 774 trading as Subaru Financial Services, managed by Allied Retail Finance Pty Ltd ABN 31 609 859 985 Australian Credit Licence 483211. Available at participating Subaru Financial Services Retailers only.

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