Your LeasePlan quote gives you all the details of your selected vehicle and lease term. It shows all the calculations, including discounts and GST savings, to help you understand your options and make the right choice. Speak with LeasePlan Customer Service if you need any assistance or support.
# Quote

<table>
<thead>
<tr>
<th>CarPlan Novated Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quote ID</td>
</tr>
<tr>
<td>Issue Date</td>
</tr>
</tbody>
</table>

## Customer
- New Customer

## Delivery Address
- Pick-up from Dealer/Supplier
- Replacing Registration

## Customer PO No.
- Requested Delivery Date: 13/05/2014

## Vehicle Details
- Mazda Mazda6 2.5 GT Auto
- Body Type: Sedan
- No. of Doors: 4
- No. of Seats: 5
- Primary Fuel Type: Unleaded
- Engine Litres: 2.5
- No. of Cylinders: 4
- Green Vehicle Guide: 14
- Transmission Type: Automatic
- No. of Gears: 6
- Transmission Desc: Automatic with Manual Mode
- Exterior Colour: Aluminium Metallic
- Manufacturer Code: 600KAS4L
- Interior Colour: Black Leather

## State of Operation
- VIC: 15,000 km, Term (Months): 36, Interest Rate %: 7.50, Residual Value: $18,360.00 +GST (46.87%)

<table>
<thead>
<tr>
<th>Price</th>
<th>Discount</th>
<th>Net</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic Price</td>
<td>39,290.91</td>
<td>39,290.91</td>
</tr>
<tr>
<td>Dealer Discount</td>
<td>-2,600.00</td>
<td>-2,600.00</td>
</tr>
</tbody>
</table>

## Options & Accessories
- Metallic paint
- Black Leather
- Aluminium Metallic
- ABS
- Dual zone air conditioning fully-auto
- Brake assist system
- Cruise control
- Electronic traction control via ABS & en
- Driver and passenger front airbag
- Immobiliser
- Navigational systems: information type:
  - Vehicle speed proportional power steering
  - Front and rear side curtain airbag
  - Front side airbag
  - Space saver steel rim spare wheel
  - Stability control
  - Glass electric front sunroof
- Dealer Pre Delivery Charges | 550.00 | 550.00 |
- Initial CTP Insurance | 391.82 | 391.82 |

---

## How to read a quote

**Car Plan**
- Check details are correct – including make, Model, Transmission and colour.

**Kilometres, Term & Residual Value (RV)**
- Ensure the kilometres and term are correct.
- Note the interest rate is set on the day of delivery and fixed for the term of the lease, and RV is set by ATO guidelines.

**Paint**
- This cost will vary depending on the manufacturer paint selected.

**Delivery Charges**
- The cost for the dealer to prepare the vehicle for sale (LeasePlan has negotiated discounted with most manufacturers).

**Initial CTP Insurance**
- This is part of the initial registration costs.
How to read a quote

Security Interest
This is placed on all vehicles financed by LeasePlan and remains in place until the finance is paid out.

Input Tax Credit
The Input Tax Credit amount claimed in your lease mean you don’t pay any GST.

FBT Base Value
This figure is different to the ‘Total Amount Financed’. It is used to calculate the ‘Car FBT Liability Estimate’ and uses the following formula:

Purchase Price - Discount + Options + Dealer Delivery - Personal Contribution + 10% GST + Luxury Car Tax (if applicable)
### How to read a quote

**Quote**

**CarPlan Novated Standard**

<table>
<thead>
<tr>
<th>Quote Type: New</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quote ID: 1000650389</td>
</tr>
<tr>
<td>Issue Date: 01/04/2014</td>
</tr>
</tbody>
</table>

**Lease Items**

<table>
<thead>
<tr>
<th>Item</th>
<th>Per Year</th>
<th>Per Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lease Payment</td>
<td>9,216.72</td>
<td>768.06</td>
</tr>
<tr>
<td>Maintenance Budgeted Premium</td>
<td>667.80</td>
<td>55.65</td>
</tr>
<tr>
<td>Tyres Budgeted (4)</td>
<td>886.56</td>
<td>73.88</td>
</tr>
<tr>
<td>Fuel Budgeted</td>
<td>2,089.80</td>
<td>174.15</td>
</tr>
<tr>
<td>Registration Budgeted</td>
<td>485.04</td>
<td>40.42</td>
</tr>
<tr>
<td>Insurance Budgeted - LeasePlan Supplier</td>
<td>826.80</td>
<td>68.90</td>
</tr>
<tr>
<td>Misc Operating Costs Budget</td>
<td>180.00</td>
<td>15.00</td>
</tr>
<tr>
<td>Roadside Assistance Budgeted</td>
<td>80.04</td>
<td>6.67</td>
</tr>
<tr>
<td>Management Fees</td>
<td>312.00</td>
<td>26.00</td>
</tr>
<tr>
<td>FBT Reporting Service Fee</td>
<td>24.00</td>
<td>2.00</td>
</tr>
<tr>
<td><strong>Cost Excluding GST</strong></td>
<td>14,768.76</td>
<td>1,230.73</td>
</tr>
<tr>
<td><strong>GST</strong></td>
<td>1,477.08</td>
<td>123.09</td>
</tr>
<tr>
<td><strong>Cost Including GST (Payable to LeasePlan)</strong></td>
<td>16,245.84</td>
<td>1,353.82</td>
</tr>
<tr>
<td>FBT Liability Estimate - Statutory Method</td>
<td>8,010.25</td>
<td>667.52</td>
</tr>
</tbody>
</table>

All the services itemised above are included.

**Employee Package Allocation** *(Deducted From Driver's Salary)*

<table>
<thead>
<tr>
<th>Item</th>
<th>Per Year</th>
<th>Per Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost Excluding GST</td>
<td>14,768.76</td>
<td>1,230.73</td>
</tr>
<tr>
<td>FBT Liability Estimate - Statutory Method</td>
<td>8,010.25</td>
<td>667.52</td>
</tr>
<tr>
<td>ECM FBT Offset - Employee Contribution (Post-tax)</td>
<td>-8,010.25</td>
<td>-667.52</td>
</tr>
<tr>
<td>GST on Employee Contribution (Employer Remit to ATO)</td>
<td>744.82</td>
<td>62.07</td>
</tr>
<tr>
<td>Employee Package Allocation (Total Deducted From Driver's Salary)</td>
<td>15,513.58</td>
<td>1,292.80</td>
</tr>
<tr>
<td>Employee Package Allocation Split Pre-Tax Allocation</td>
<td>7,320.58</td>
<td>610.05</td>
</tr>
<tr>
<td>Post-Tax Allocation</td>
<td>8,193.00</td>
<td>682.75</td>
</tr>
</tbody>
</table>

---

**Tyre Budget**

Estimates are based on new tyres required over the full term of the lease.

**Misc Operating Costs Budget**

For costs that may be incurred but are not budgeted elsewhere in your lease (e.g. broken windscreens, damaged mirrors or insurance excess).

**Roadside Assistance (RA)**

Budgeted where it is not provided by the manufacturer.

**Management Fees**

Administration charges for the setup and running of your lease.
How to read a quote

Quote

Quote Type: New

<table>
<thead>
<tr>
<th>CarPlan Novated Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quote ID</td>
</tr>
<tr>
<td>1000659389</td>
</tr>
<tr>
<td>Issue Date</td>
</tr>
<tr>
<td>01/04/2014</td>
</tr>
</tbody>
</table>

- This quote is valid for 10 business days from the issue date and is subject to credit approval.
- The monthly cost including GST that is payable to LeasePlan is $1,353.82.
- The monthly employee package allocation cost is $1,292.80.
- In order to honour this pricing, the supplying dealer may require that you provide them with additional documentation. LeasePlan will provide you with the appropriate forms or documentation if applicable.
- The residual value in this quote is greater than LeasePlan's predicted market value. Contact LeasePlan Customer Service to discuss how you can reduce your residual risk.
- LeasePlan Total Cover terms and conditions are available at www.leaseplan.com.au.
- Please note that freight charges may apply and will be confirmed when placing the order with the dealer. LeasePlan will advise you of any applicable charges.

To select and accept this quote please log on to LeasePlan Online via www.leaseplan.com.au. If you cannot access LeasePlan Online please contact our Customer Service Centre on 132 572 to proceed with your quotation.

Authorisation

On submitting, I accept this Quote and acknowledge that:

- All vehicle details have been reviewed and are correct.
- Subject to credit approval, LeasePlan will order the vehicle for me. Once ordered the vehicle cannot be cancelled without incurring costs for which I will be liable.
- This final monthly cost may change because the cost of purchasing the vehicle has changed or government charges or interest rates have changed on the day of delivery.
- I acknowledge that I shall be legally bound by the standard terms (available at www.leaseplan.com.au).
- LeasePlan will not be liable for any loss or damage which may be incurred by any person directly or indirectly dealing with us, unless that loss or damage is caused solely through the fault or negligence of LeasePlan.
- By providing this Quote, LeasePlan is not providing financial or taxation advice and you are encouraged to seek independent professional advice.

Signed by the Employee _______________________________ / / /

Signed by the Employer _______________________________ / / /

How to read a quote

Quote valid
All quotes are valid for 10 business days from the issue date. You can not accept an expired quote.

Package Allocation
Your salary deduction amount does not include GST.