



BENTLEY

FINANCIAL SERVICES
PRODUCT INFORMATION GUIDE

Finance Lease – ‘Balloon’ Payment

Available to both business and personal customers*, Finance Lease is a rental agreement that give you the opportunity to share the sale proceeds at the end of the agreement. There are two types of Finance Lease agreements – ‘Balloon’ repayment and full pay out.

1. CHOOSE YOUR BENTLEY

2. CHOOSE A PAYMENT PERIOD TO SUIT YOU

You can choose any period from 12 to 48 months.



What happens next:

PAY INITIAL RENTAL

Initial rental can be as little as one month's rental.

PAY EACH MONTH AND ENJOY YOUR BENTLEY

- It is really important that you keep up to date with your monthly payments so please contact us if you are having any difficulties as the vehicle may be at risk if you don't
- Finance Lease gives you the Opportunity to share in any excess sales proceeds which may settle or contribute to the final 'balloon' payment. The sales proceeds are not guaranteed to cover the final 'balloon' payment and you are responsible for the payment of the final 'balloon' payment, regardless of whether or not the vehicle sales proceeds cover it
- It is important you keep the vehicle in good condition and within the selected mileage as this will affect the vehicle's resale value, and your sales proceeds
- If you wish to end your agreement early you can request a settlement quote. How far into your agreement you are will affect the amount left to pay
- An element of the VAT on rentals may be recoverable by VAT registered businesses** ^
- A proportion of rentals may be claimable as an expense against taxable profits^

DECIDE WHICH OPTION YOU'D LIKE TO PURSUE AT THE END OF THE TERM

1. Sell the car on behalf of Bentley Financial Services to a selected third party and then settle the final 'balloon' repayment. You can then share in any excess sales proceeds
2. Settle the 'balloon' payment and then enter into a secondary rental agreement, paying an annual rental and retain the use of your vehicle

You will not own the vehicle and you are responsible for selling it at the end of your agreement unless you choose to enter the secondary hire period in order to retain use of the vehicle.

Glossary

Don't let the quotation terminology confuse you. Here's what it all means.

PERIOD OF HIRE

How long you want to pay off the loan, in months.

INITIAL RENTAL AMOUNT

The amount of money you can pay in advance, towards the vehicle rental.

TOTAL CONTRACT MILEAGE

The maximum amount of miles you can drive, according to your contract.

TOTAL AMOUNT PAYABLE

The amount you will pay in total over the life of the agreement. This includes the initial rental and monthly rentals.

EXCESS MILEAGE

Excess mileage charges are incurred if you go over your mileage allowance. You will be charged a fixed pence-per-mile cost.

For more information please speak to your Bentley Retailer.

*i.e. taxis, body-shop usage, long term sub-let agreements (>1 month) or replacement vehicle insurance claim business.

**This is subject to a 50% block where there is any element of private use of a motor car.

^The above note is intended as a summary of the principles of VAT and tax in this complex area. It is not intended to be and should not be construed as constituting tax advice and we make no representations, warranties or guarantees, whether express or implied, that the content is accurate, complete or up-to-date. Bentley Financial Services (UK) Limited cannot be held liable in any way for any reliance upon this document, whether in contract, tort (including negligence), breach of statutory duty, or otherwise, even if foreseeable. For specific tax advice relating to your particular set of circumstances, you should contact your own HMRC officer or your usual VAT / tax advisers.

An offer of finance depends on certain conditions. Subject to status. Available to 18s and over in the UK only. Terms and conditions apply. Bentley Financial Services.