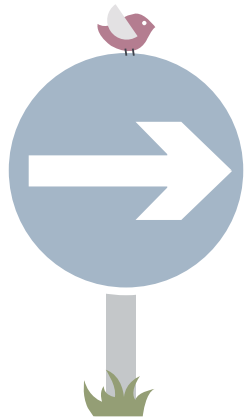
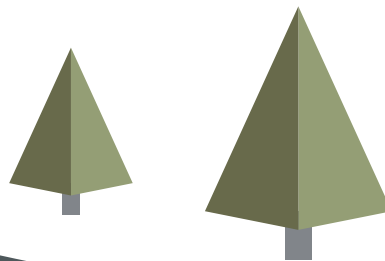


TOYOTA FINANCE FOR BUSINESS





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WELCOME

AT TOYOTA FINANCIAL SERVICES AND KINTO UK WE'RE COMMITTED TO COMPLETE CUSTOMER SATISFACTION AND OFFER AFFORDABLE AND FLEXIBLE BUSINESS AND FLEET FINANCE SOLUTIONS.

We have a UK wide network of dedicated Toyota Business Centres as well as a team of highly experienced Fleet Development Managers. So, whether you run one vehicle or a large fleet, our product knowledge enables us to deliver the most effective vehicle funding solutions for your business.

With a wide selection of options from KINTO ONE Contract Hire, Toyota Personal Contract Purchase (PCP)*, Hire Purchase (HP)* and Leasing, we're sure to have a funding solution to meet your needs.

Speak to your Toyota Business Centre or KINTO ONE about how funding through Toyota Financial Services can add value to your business.

* See glossary on page 19 onwards



WHY CHOOSE TOYOTA FINANCIAL SERVICES?

CHOICE & FLEXIBILITY

With a comprehensive portfolio of funding options, we will have a solution to meet your needs.

AFFORDABILITY

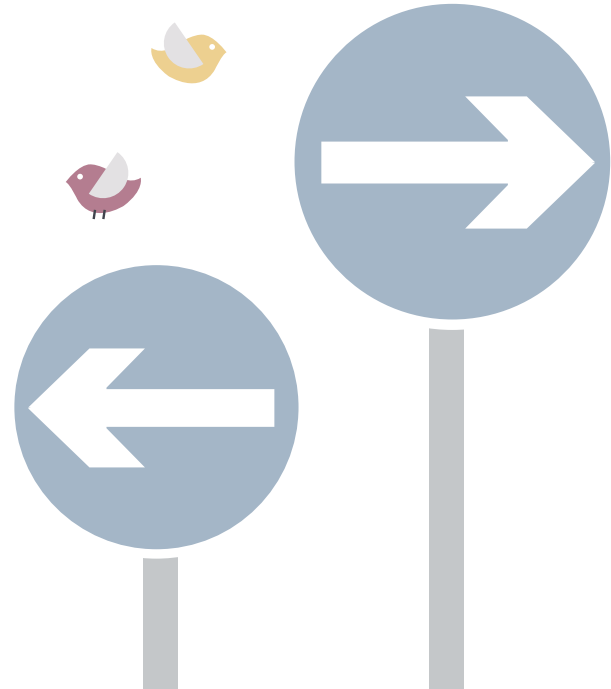
With special business and fleet offers you can benefit from our long-term commitment to providing competitive business financing offerings.

CONVENIENCE

We can quickly offer and approve a credit facility which means we can pre-approve your Toyota vehicle purchases for the next 12 months.

DEDICATED CUSTOMER SERVICE

Based here in the UK, our specially trained team of advisors are on hand to answer your questions so you can be assured of high quality customer service.



KINTO ONE CONTRACT HIRE

KINTO UK is Toyota's Mobility company.

One of its many services is KINTO One Contract Hire for business users. KINTO ONE Contract Hire is a straightforward and low risk option to help keep your VAT registered business on the move.

HOW IT WORKS

Think of the cost of your Toyota as being divided into three main parts:

1. INITIAL RENTAL

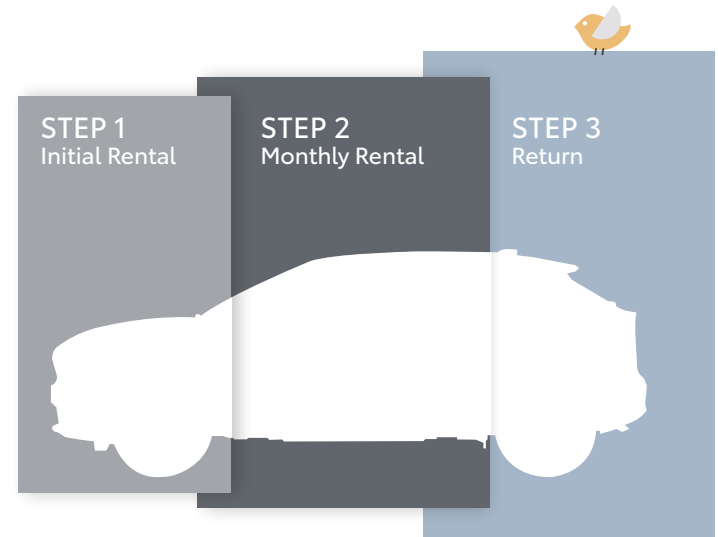
Typically between 1 and 9 monthly rentals upfront.

2. SUBSEQUENT RENTALS

Rentals are then charged monthly for the remainder of the agreed term*. Your monthly rentals can include an optional maintenance package*.

3. HAND BACK THE VEHICLE

Once the term* of your agreement comes to an end, we will contact you to arrange collection of the vehicle.



* See glossary on page 19 onwards

KINTO One Contract Hire, a product offered by KINTO U.K. Limited Toyota Centres are independent of KINTO U.K. Limited. Indemnities may be required. Finance subject to status to over 18s only. KINTO U.K. Limited registered office Building 1000, Lakeside North Harbour, Western Road, Portsmouth, Hampshire, PO6 3EN. Authorised and regulated by the Financial Conduct Authority. Terms and conditions apply. KINTO is a registered trademark owned by Toyota Motor Europe and used under licence by KINTO U.K. Limited.

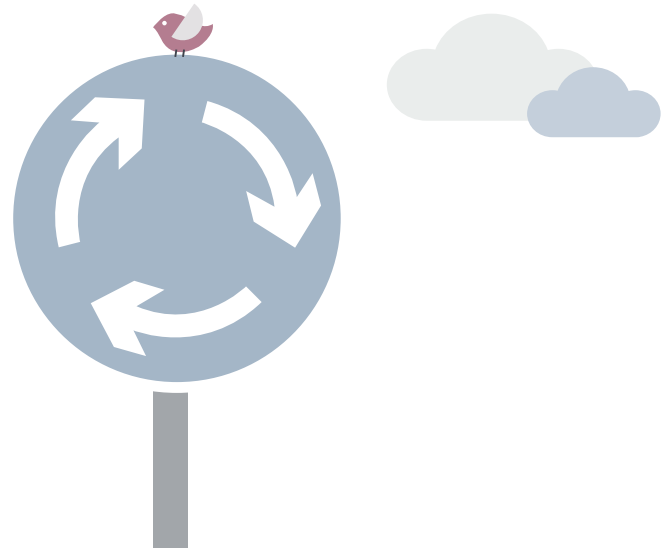
BENEFITS OF KINTO ONE CONTRACT HIRE

KINTO

FOR YOUR VAT REGISTERED BUSINESS YOU MAY FIND CONTRACT HIRE FROM KINTO ONE A STRAIGHTFORWARD AND ATTRACTIVE OPTION.

You will benefit from:

- Lower monthly rentals (as we reclaim the VAT on the vehicle price and pass the saving on to you)
 - A proportion of the rental can be offset against taxable profit
 - 50% VAT reclaimable on rentals and 100% VAT reclaimable on rentals if LCV
 - Fixed cost motoring making budgeting easier
 - Use without the risks of ownership
 - No depreciation* or residual value risk
 - Protection against any fall in used vehicle prices
 - Optional maintenance package* covers unexpected costs (100% VAT is reclaimable on maintenance charges)
- Maintenance element is allowable against tax
 - Improved cash flow
 - Minimum administration and no responsibility for the disposal of the vehicle
 - Road Fund Licence – renewal included for the period of the contract
 - Benefits are dependent on your company's VAT position



* See glossary on page 19 onwards



WE RECOMMEND AND OFFER A FULLY COMPREHENSIVE KINTO MAINTENANCE PACKAGE.

KINTO ONE Maintained agreements - what's included?

- All routine servicing and maintenance due to fair wear and tear* including all parts and labour costs is covered. Services can be arranged at any authorised Toyota Service Outlet across the UK
- Tyres - replacement due to fair wear and tear*
- Toyota Roadside Assistance - provided by the AA for the period of your maintained contract. This includes:
 - + Recovery - if the AA is unable to fix your vehicle at the roadside, or arrange a prompt local repair at a Toyota Service Centre, they will take you to a single destination of your choice within the UK - regardless of how far this might be
 - + At home - AA assistance if you breakdown at your home
 - + Onward travel - If your vehicle can't be repaired in a reasonable time you will be offered a free replacement vehicle for up to 48 hours
 - + European Roadside Assistance in 44 European countries

+ In conjunction with the AA, the vehicle can be recovered to a Toyota Approved Bodyshop

If you're on a fully maintained contract, for an additional monthly cost you can choose to take a relief vehicle option, either due to breakdown or accident and breakdown, after 24 hours for up to 28 days.

Maintained agreements - what's not included:

- Petrol and topping up of oils between services
- Any form of paintwork repair or respraying
- Accident or impact damage e.g. a puncture
- Shattered windscreen or any glass
- Driving penalties or parking fines. These will be forwarded to the customer

* See glossary on page 19 onwards

TOYOTA PERSONAL CONTRACT PURCHASE (PCP) GETS YOUR BUSINESS MOVING

Toyota Personal Contract Purchase (PCP)*, is available to all business users from sole traders to limited companies on new Toyota passenger vehicles, Light Commercial Vehicles** and Toyota Approved Used vehicles. PCP* is a flexible and affordable way for business users to drive the Toyota they want today.

1. DEPOSIT

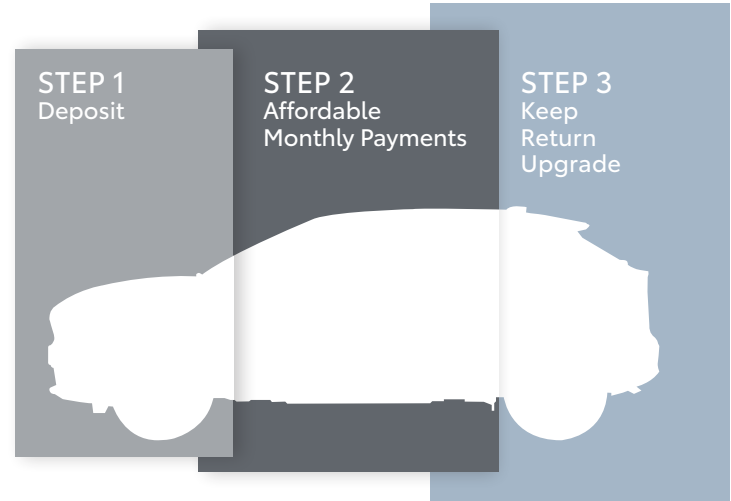
We agree an amount to suit you. This can be as little as you want or up to as much as 35% of the price of the vehicle.

2. MONTHLY PAYMENTS

Your monthly payments are then calculated on the difference between the purchase price less your deposit* and GFV*, plus any interest charges on the total amount of credit. This means that in many cases your monthly payments will be more affordable than with a traditional Hire Purchase (HP)* agreement or Personal Loan.

3. GUARANTEED FUTURE VALUE (GFV)

We set a minimum GFV* for your vehicle. This guarantees how much your vehicle will be worth with Toyota Financial Services at the end of your agreement.



* See glossary on page 19 onwards

** Vans require ply lining to be eligible for PCP*

AT THE END OF YOUR AGREEMENT, YOU HAVE THREE FLEXIBLE CHOICES

UPGRADE

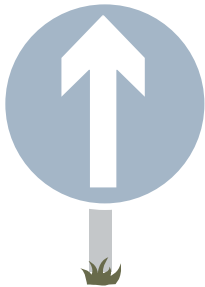
Part-exchange your vehicle and drive away in a brand-new Toyota.
If the trade-in value is more than the Guaranteed Future Value (GFV)*, you can put the equity* towards your next vehicle.

KEEP

If you want to keep the vehicle, simply pay the GFV* and the Option to Purchase Fee* (if applicable) and it's yours.

RETURN

Alternatively, you can simply give the vehicle back with nothing more to pay, subject to maximum mileage, and fair wear and tear* conditions being met.



PCP BENEFITS

- Reduced capital outlay
- Fixed monthly payments
- Simple budgeting
- Provides an extra credit line
- Cash-flow benefits

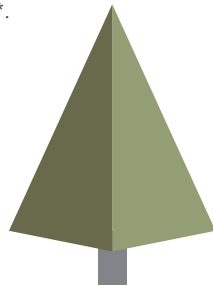
* See glossary on page 19 onwards

OTHER FINANCE PRODUCTS

TOYOTA LCV FINANCE LEASE

Leasing is another cost effective option offering useful tax advantages – particularly for VAT registered businesses. At the end of the agreement you can receive all of the proceeds of the sale of the hired vehicle.

- Lower monthly payments
- A proportion of the rental can be offset against taxable profit
- Rentals are allowable against tax
- 100% VAT reclaimable on LCV rentals
- Vehicle can be treated as a balance sheet asset
- You can exchange the vehicle at the end of the agreement for a new one
- There are two forms of Finance Lease: Full Payout Lease* and Balloon Lease*.



* See glossary on page 19 onwards

FULL PAYOUT LEASE

You spread the cost of the vehicle over the period chosen and, at the end of the agreement, must sell the vehicle to a third party. You then receive 100% of the sale proceeds as determined at the start of the agreement. Alternatively, at the end of the primary period (agreement term*), you can continue to a secondary period, paying a 'peppercorn' rental*.

BALLOON LEASE

You offset an amount to the end of the agreement to lower the payments. At the end of the agreement, you sell the vehicle to a third party and keep 100% of the proceeds of the sale, once the balloon* amount has been paid in full. If there is any shortfall however you will be responsible for covering the shortfall amount. Alternatively, you can make the balloon* payment and enter into a secondary hire period paying an annual 'peppercorn' rental* to keep using the vehicle.



* See glossary on page 19 onwards

OTHER FINANCE PRODUCTS

HIRE PURCHASE (HP)

HP* is a traditional financing method that allows you to drive the vehicle of your choice and spread the payments over an agreed period.

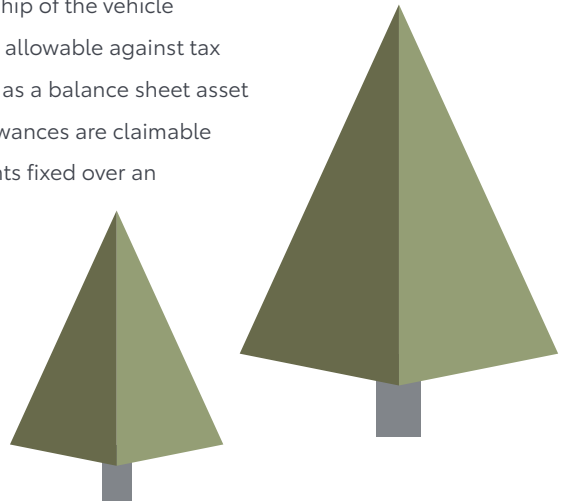
- Reduced capital outlay
- Manage your budget with fixed monthly payments, spread over an agreed period to suit you
- Interest rate is fixed for the whole period
- Vehicle can be treated as a balance sheet asset
- Writing down allowances are claimable
- Finance charges exempt from VAT (beneficial to non VAT registered businesses)
- Finance charges are allowable against tax, which reduces your tax liability
- Ownership at the end of the agreement



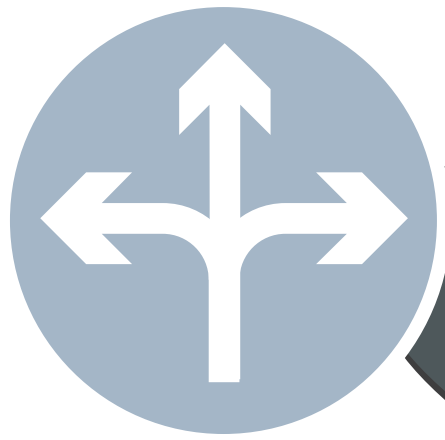
LEASE PURCHASE

With Lease Purchase, you choose an amount to defer to the end of the agreement. This is known as a balloon* or residual value which becomes your final payment. This has the effect of lowering the monthly payment or shortening the agreement period.

- Gives your cash flow greater flexibility
- Initial capital outlay reduced
- Eventual ownership of the vehicle
- Finance charges allowable against tax
- Vehicles funded as a balance sheet asset
- Write down allowances are claimable
- Monthly payments fixed over an agreed period



* See glossary on page 19 onwards



PERSONAL TAX FOR COMPANY VEHICLE DRIVERS



ALL COMPANY VEHICLE DRIVERS ARE TAXED ON THE BASIS OF 'BENEFIT IN KIND' (BIK)* – THE BENEFIT THEY RECEIVE BY HAVING THEIR COMPANY VEHICLE AVAILABLE FOR PRIVATE USE.

The level of tax paid is based on the CO2 emissions of the vehicle.

The CO2 rating is compared to the table shown to determine the percentage of the vehicle's price on which tax will be paid. Here is an example calculation to determine the amount of tax that you would expect to pay on a monthly basis for a Toyota Corolla Touring Sport 1.8 VVTi Icon Tech Hybrid.

Please note:

- This example is for illustration purposes only. Your circumstances are individual to you and it is recommended to consult your own tax advisor where appropriate. Subject to your companies VAT position.
- The taxable rates change on an annual basis and that this calculation is based on the tax year 2021/2022. For the latest information please visit: <https://www.toyota.co.uk/business-company-drivers/company-vehicle-tax-calculator>

- 1 Combined CO2 emissions for the Corolla Touring Sport Icon Tech 1.8 Hybrid are 103 g/ km and the P11D value is £26,525
- 2 Using the CO2 figures, based on the 2021/2022 tax year, find the appropriate percentage amount by using the table on page 14 or visiting <https://www.toyota.co.uk/business-company-drivers/company-vehicle-tax-calculator>.
In this case the Corolla Touring Sport Icon Tech 1.8 Hybrid would be 24%.
- 3 Find out the taxable benefit of the vehicle by multiplying 24% by the P11D value.
For example £26,525 X 24% = £6,366
- 4 Depending on your own tax payer rate, you then multiply this rate by the taxable benefit of the vehicle to determine the Annual Tax paid.
For example £6,366 X 20% = £1273.20
- 5 Determine how much tax you would expect to pay per month.
Divide the £1,273.20 by 12 = £106.10 is what you would be taxed per month.



* See glossary on page 19 onwards

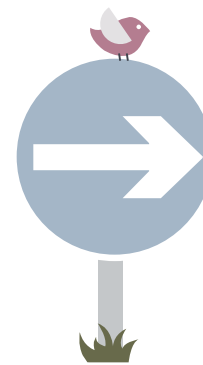
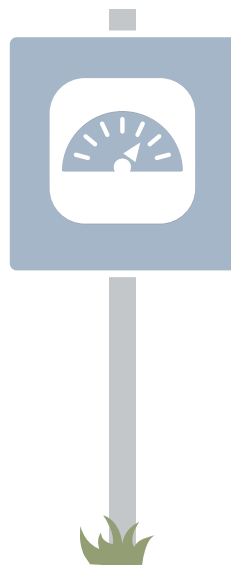
Company vehicle tax benefit rates:

Company vehicle tax (BIK rates) for petrol ¹ vehicles registered after 6 April				
CO2 emissions	2020-21	2020 2021-22	2022-23	2023-24
0	0	1	2	2
1 - 50	0 - 12 ²	1 - 13 ²	2 - 14 ²	2 - 14 ²
51 - 54	13	14	15	15
55 - 59	14	15	16	16
60 - 64	15	16	17	17
65 - 69	16	17	18	18
70 - 74	17	18	19	19
75 - 79	18	19	20	20
80 - 84	19	20	21	21
85 - 89	20	21	22	22
90 - 94	21	22	23	23
95 - 99	22	23	24	24
100 - 104	23	24	25	25
105 - 109	24	25	26	26
110 - 114	25	26	27	27
115 - 119	26	27	28	28
120 - 124	27	28	29	29
125 - 129	28	29	30	30
130 - 134	29	30	31	31
135 - 139	30	31	32	32
140 - 144	31	32	33	33
145 - 149	32	33	34	34
150 - 154	33	34	35	35
155 - 159	34	35	36	36
160 - 164	35	36	37	37
165 - 169	36	37	37	37
170+	37	37	37	37

¹ Diesel vehicles tested to RDE standards are subject to a 4% supplement, up to a maximum of 37%. Diesel plug-in hybrids are classed as alternative fuel vehicles, so the 4% diesel supplement does not apply to these vehicles irrespective of RDE2 compliance. ² Depending on electric range.



Visit [Toyota.co.uk/business](https://www.toyota.co.uk/business) to see the latest finance offers for business whether you need one vehicle or a fleet.





TAX ADVANTAGES FOR BUSINESS USERS



CAPITAL ALLOWANCES BASED ON CO2 EMISSIONS

Since April 2021 the following legislation applies for Toyota Personal Contract Purchase (PCP)*, Hire Purchase (HP)* and Lease Purchase:

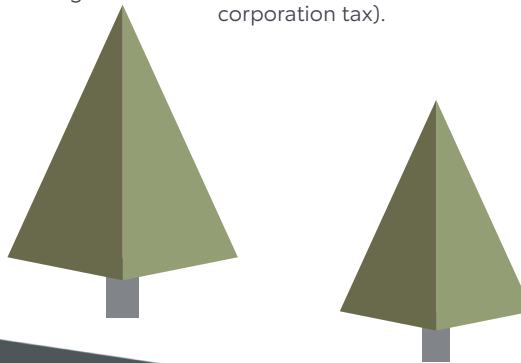
1. A 100% first year allowance applies to vehicles with emissions of 0g/km or less
2. New company vehicles with CO2 emissions of 1g/km to 50g/km will attract a 18% write-down allowance on a reducing balance basis
3. New company vehicles with CO2 emissions above 50g/km will attract only 6% write-down allowance on a reducing balance basis

LEASE RENTAL RESTRICTION (LEASING DISALLOWANCES)

Leasing disallowances are also based on the emissions of the vehicle. This applies to Contract Hire and Toyota Leasing products.

From April 2021 new vehicles with CO2 emissions of 50 g/ km or less are eligible for 100% of their lease payments to be offset against corporation tax. (i.e will have no element of their leasing cost disallowed).

Whilst vehicles with emissions of 51g/km and above will have a flat 15% of the finance rental element of their leasing cost disallowed (i.e 85% of their lease payments can be offset against corporation tax).



* See glossary on page 19 onwards

FLEET AND BUSINESS FINANCING

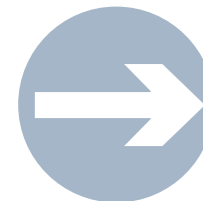


A SUMMARY OF THE BENEFITS PLAN BY PLAN

Benefits	KINTO ONE Contract Hire	LCV Finance Lease	Personal Contract Purchase (PCP)	Lease Purchase	Hire Purchase (HP)
Reduced capital outlay	√	√	√	√	√
Fixed payments	√	√	√	√	√
Simple budgeting	√	√	√	√	√
Provides an extra credit line	√	√	√	√	√
Cashflow benefits	√	√	√	√	√
Off balance sheet funding	√	X	X	X	X
No vehicle disposal problems	√	X	o	X	X
No depreciation* risk	√	X	o	X	X
Fixed maintenance costs	o	X	X	X	X
Relief vehicle	o	X	X	X	X

Key

o = optional



* See glossary on page 19 onwards



TAX BENEFITS AT A GLANCE, PLAN BY PLAN

Tax Benefits	KINTO ONE Contract Hire	LCV Finance Lease	Personal Contract Purchase (PCP)	Lease Purchase	Hire Purchase (HP)
Finance charges allowable against tax	X	X	√	√	√
Writing down allowances claimable	X	X	√	√	√
Rentals allowable against tax (see note 1)	√	√	X	X	X
VAT on purchase reclaimable for 100% business use	X	X	√	√	√
Finance element not subject to VAT	X	X	√	√	√
Rentals VAT reclaimable (see note 2)	50%	100%	X	X	X
Maintenance VAT reclaimable	100%	X	X	X	X

1: A 15% restriction applies to vehicles with a CO2 emission over 51 g/km and above

2: 100% of the VAT on rentals can be reclaimed on vehicles used exclusively for business and on commercial vehicles.

If any private use of vehicle occurs (e.g. taking it home at night), 50% of the VAT is reclaimable. It should also be noted that this could be lower depending on the individual VAT recovery position of the business.

All the finance products described in this brochure are generally available on new vehicles, used vehicles and light commercial vehicles, all vans need to be fitted with ply lining in order to be eligible for PCP* and Contract Hire. Please ask your Business Centre for further details.

GLOSSARY OF TERMS

BALLOON OR BALLOON PAYMENT

This is a brief and alternative expression for Guaranteed Future Value (GFV)

BALLOON LEASE

Balloon lease is a rental agreement for business customers. You pay smaller monthly payments with a larger single amount payable at the end of the contract. This single amount is the balloon and must be paid in full. As you are leasing the vehicle, you will not own it.

BENEFIT IN KIND (BIK)

Benefit in Kind (BIK) is a tax that you pay for the use of benefits or perks that you receive through your job. For example, if you use a company vehicle, you must pay tax on it which is the BIK tax. Each vehicle has a different BIK rate.

BUSINESS CONTRACT HIRE

Business Contract Hire (BCH) is a way for businesses to hire vehicles for their work. It's different from hiring a vehicle for personal use because the agreement is with the business. This allows the business to use the vehicles for the purposes of their work.

DEPOSIT

A deposit is the money you pay as a cash payment at the start of a finance agreement. The amount you pay for the deposit will affect the amount you need to borrow because any deposit amount will be deducted from the price of the vehicle. A deposit amount may not be required, and a deposit may influence how much credit the finance company will agree to under a finance agreement

DEPRECIATION

Depreciation is the decrease in the financial market value of a vehicle over time, from when it is financed to when it is sold. Vehicles usually lose value over time because they age, they've been driven for many miles, they are less in demand, or may have been damaged.

EQUITY

Equity is the difference between the outstanding amount of money you owe to the finance company and the resale value of the vehicle. You have positive equity if the market value of the vehicle is greater than the amount you owe. You have negative equity if the amount of money you owe is greater than the market value of the vehicle.

Example of positive equity:

Amount of money owed = £10,000

Resale value of vehicle = £12,000

Equity = £2,000

Example of negative equity:

Amount of money owed = £10,000

Resale value of vehicle = £9,000

Negative Equity = £1,000

EXCESS MILEAGE CHARGE

At the beginning of your finance agreement for Personal Contract Purchase (PCP) or Personal Contract Hire (PCH), you will need to consider your expected average mileage per year. Based on this a mileage limit will then be stated in your finance agreement. This will impact your monthly payment amount. If you exceed this mileage limit, there will be an excess mileage charge at the rate specified in your finance agreement. At the end of the finance agreement, any excess mileage charge will be payable if you choose to return the vehicle, but it will not be payable if you choose to buy the vehicle.

FAIR WEAR AND TEAR

Fair wear and tear is when a vehicle's condition gets worse over time due to normal usage of that vehicle. Fair wear and tear takes in to consideration the age, mileage of a vehicle and whether it has been looked after sufficiently. The vehicle should be in good working order, good condition and good repair. Any loss of or damage to the vehicle other than fair wear and tear will be your responsibility. Our representative will assess the vehicle in line with the current BVRLA Fair Wear and Tear Guide. Any items outside of this acceptable range will be charged.

GLOSSARY OF TERMS

FULL-PAYOUT LEASE

Full-payout lease is a rental agreement. You can spread and pay equal rental amounts over a set period of time. These are known as monthly rentals.

At the end of your primary period of hire you have two options:

- Enter into a secondary hire period, paying an annual 'peppercorn' rental to retain the use of the vehicle, or
- the vehicle can be sold and you can receive all of the proceeds of the sale.

GUARANTEED FUTURE VALUE (GFV)

The Guaranteed Future Value (GFV) is the stated value of the vehicle at the end of your Personal Contract Purchase (PCP) finance agreement. It is the final payment you would have to make to take ownership of the vehicle at this point. The finance company determines the value of the GFV at the start of your finance agreement, taking into account the retail price of the vehicle, the agreement term, and anticipated annual mileage. The GFV may also be referred to as the Optional Final Payment.

HIRE PURCHASE (HP)

Hire Purchase (HP) finance is a way to hire the vehicle from the finance company so that you don't have to pay all the purchase price money when you acquire the vehicle. Instead, you pay an agreed amount of rental money each month to hire the vehicle. The money you pay covers the cost of the vehicle; plus, extra money called interest. You won't own the vehicle until you make the final payment when your finance agreement ends.

MAINTENANCE PACKAGE

A maintenance package is an optional product that may be available if you take out a Contract Hire Agreement. If you take up and pay for this product, maintenance and repair services will be provided to address specific wear-and-tear issues throughout the agreement. These services may include repairs, regular servicing and replacements for a lease vehicle and are provided at no cost to you or at partial cost to you.

OPTION TO PURCHASE FEE

The Option to Purchase Fee is a minimal amount which you may be required to pay at the end of your agreement to take ownership of the vehicle. It is specified by the finance company at the beginning of your Hire Purchase (HP) finance agreement.

PEPPERCORN RENTAL

Peppercorn Rental refers to a small amount of money that you pay annually to the lender in order to continue to use the vehicle(s) after the initial period of hire under your lease agreement. It's usually less than the value of the vehicle itself.

PERSONAL CONTRACT PURCHASE (PCP)

Personal Contract Purchase (PCP) is a way to finance and use a new or used vehicle with the option to buy it at the end of your finance agreement.

The finance company hires the vehicle to you, and you pay a specific amount of money each month for the term of your finance agreement.

A specified annual mileage limit applies over the term of your finance agreement. At the end of your finance agreement, you have the option to return the vehicle, upgrade to a new one, or pay the Guaranteed Future Value (GFV) to own the current vehicle.

TERM

Term is the length of your finance agreement. This length may be reduced if you exercise any termination, cancellation or purchase rights that may be available under your finance agreement before the end of your finance agreement.

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