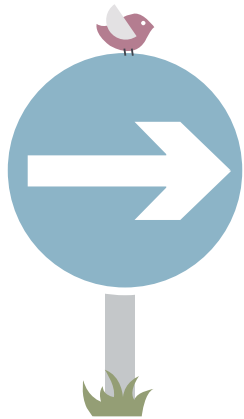


# TOYOTA FINANCE FOR BUSINESS





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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 car 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, Personal Contract Purchase, Hire Purchase 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.



# WHY CHOOSE TOYOTA FINANCIAL SERVICES?

## CHOICE & FLEXIBILITY

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

## AFFORDABILITY

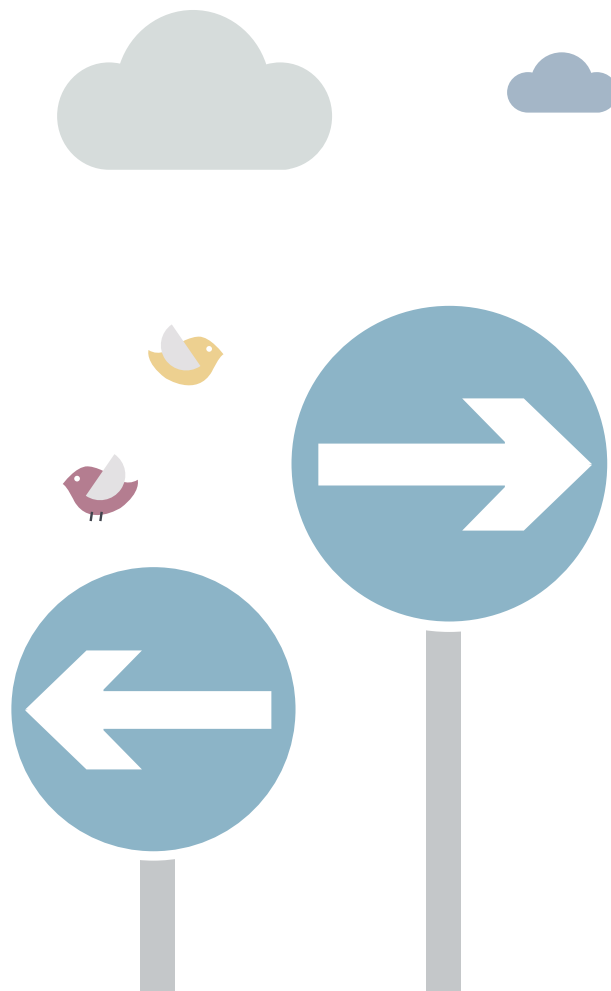
With special business and fleet offers you can benefit from our long-term commitment to providing competitive business financing offerings.

## 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

**KINTO UK is Toyota's Mobility company.**

One of its many services is Toyota 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

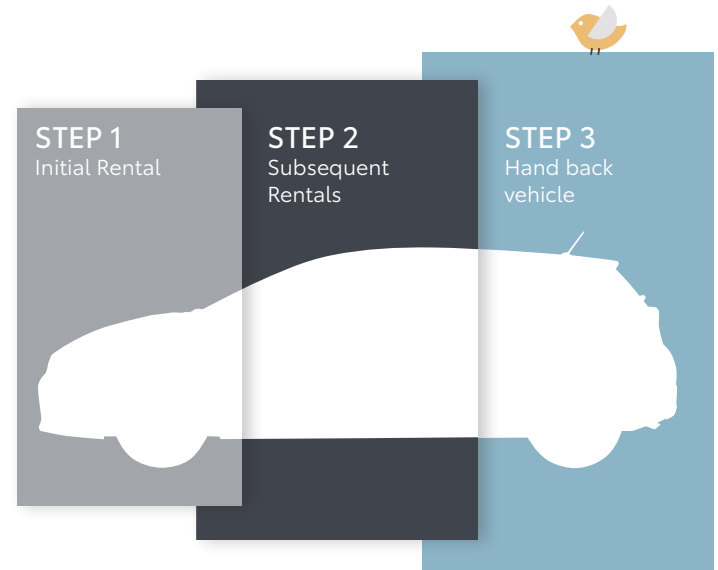
Typically between 1 and 6 monthly rentals upfront.

### 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.



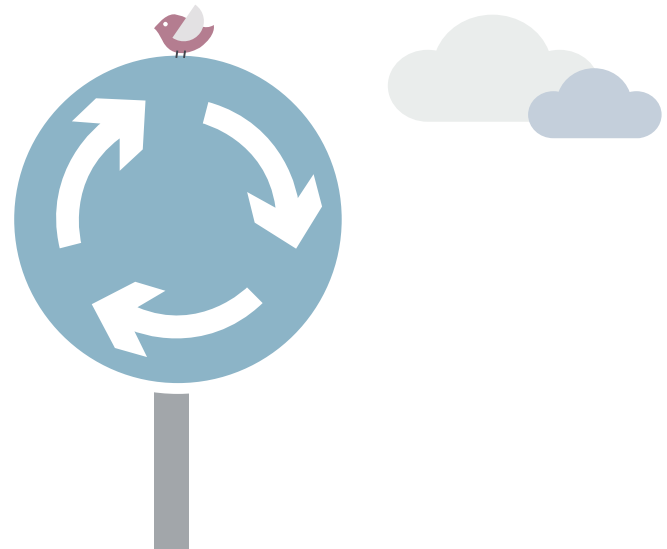
# BENEFITS OF KINTO ONE CONTRACT HIRE

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





## 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 car 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 car can't be repaired in a reasonable time you will be offered a free replacement car for up to 48 hours
  - + European Roadside Assistance in 44 European countries
  - + In conjunction with the AA, the car 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

# ACCESSTOYOTA GETS YOUR BUSINESS MOVING

AccessToyota, is available to all business users from sole traders to limited companies on new Toyota passenger cars, Light Commercial Vehicles\* and Toyota Approved Used vehicles. AccessToyota is a flexible and affordable way for business users to drive the Toyota they want today.

## 1. DEPOSIT

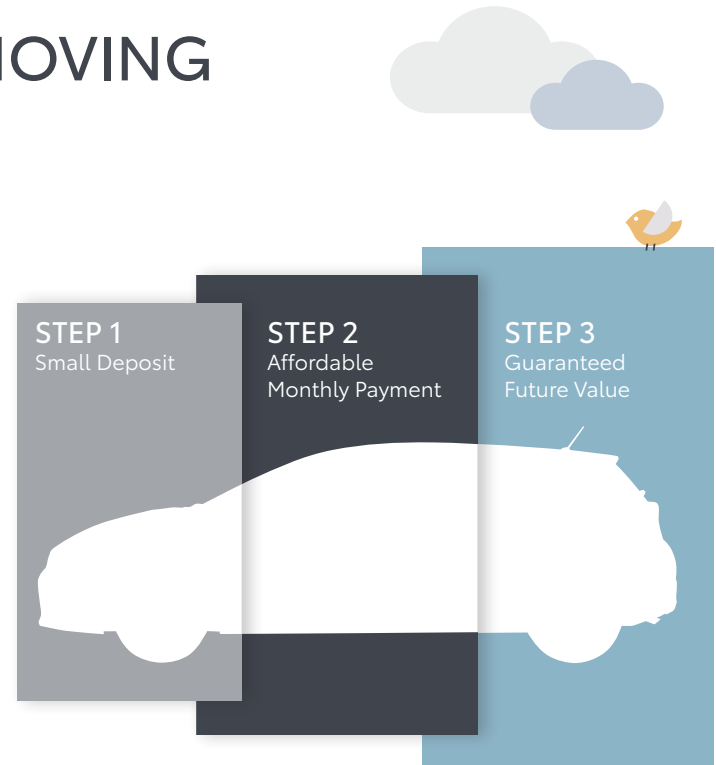
We agree an amount to suit you. This can be as little as you want or up to as much as 35% of the price of the vehicle.

## 2. DIFFERENCE

Your monthly payments are then calculated on the difference between the purchase price less your deposit and GVF, 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 agreement or Personal Loan.

## 3. GUARANTEED FUTURE VALUE (GVF)

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



\*Vans require ply lining to be eligible for AccessToyota.



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

## UPGRADE

Part-exchange your car and drive away in a brand-new Toyota.  
If the trade-in value is more than the GFV, you can put the equity towards your next car.

## KEEP

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

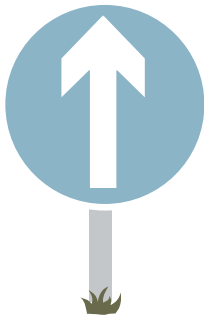
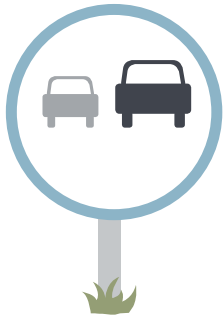
## RETURN

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



### ACCESSTOYOTA BENEFITS

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

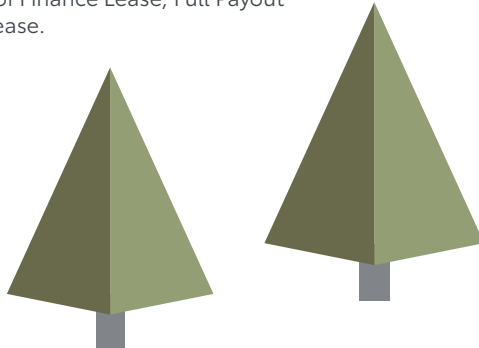


# OTHER FINANCE PRODUCTS

## TOYOTA LCV FINANCE LEASE

Leasing is another cost effective option offering useful tax advantages – particularly for VAT registered businesses. It allows you to share in the profit (or loss) made on the sale of the car at the end of the agreement.

- 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.



## 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 period the agreement can continue into a secondary period where you pay a nominal secondary rental called '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.



# OTHER FINANCE PRODUCTS

## HIRE PURCHASE

A traditional financing method that allows you to drive the car 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



# PROTECTING YOUR CAR

## WHAT IS TOYOTA TOTAL LOSS ASSET PROTECTION AND DO I NEED IT?

Total Loss Asset Protection (GAP) is a great way to protect your investment in the unfortunate event that your vehicle is written off or stolen. It's quick to arrange and should you need to claim, could provide a valuable benefit to you.

For more information or if you have any questions, please contact your local Toyota Centre or refer to the Toyota Total Loss Asset Protection brochure.

Toyota Total Loss Asset Protection is available with Contract Hire and Toyota Leasing in participating centres only.



# PERSONAL TAX FOR COMPANY CAR DRIVERS



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

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

The CO2 rating is compared to the table shown to determine the percentage of the car'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-car-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-car-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 car 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 car 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.**



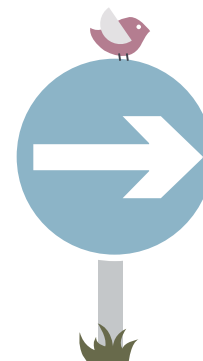
## Company car tax benefit rates:

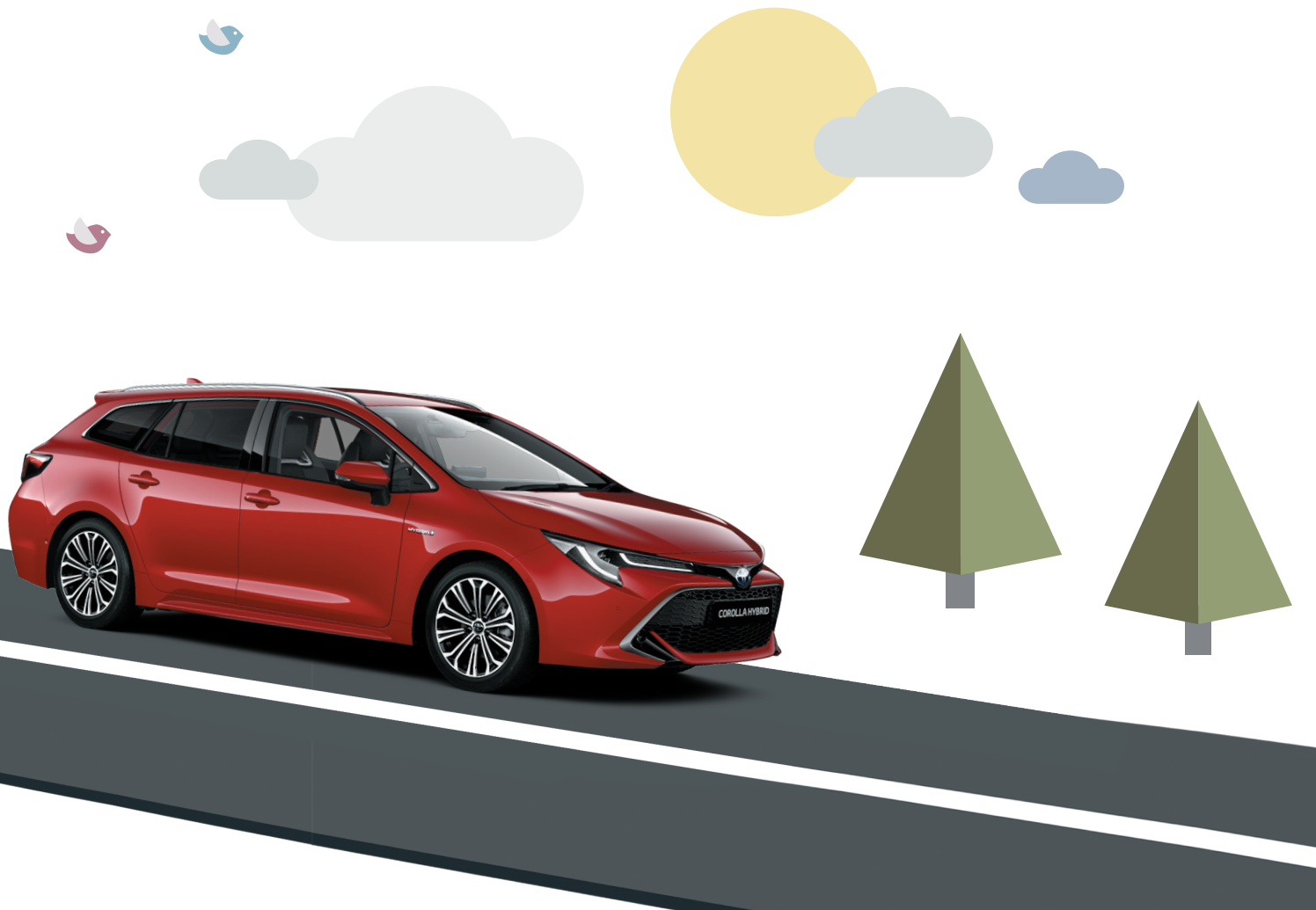
Company car tax (BIK rates) for petrol <sup>1</sup> cars registered after 6 April 2020				
CO2 emissions	2020-21	2021-22	2022-23	2023-24
0	0	1	2	2
1 - 50	0 - 12 <sup>2</sup>	1 - 13 <sup>2</sup>	2 - 14 <sup>2</sup>	2 - 14 <sup>2</sup>
51 - 54	13	14	15	15
55 - 59	14	15	16	16
60 - 64	15	16	17	17
65 - 69	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

<sup>1</sup> Diesel cars 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. <sup>2</sup> 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 AccessToyota, Hire Purchase and Lease Purchase:

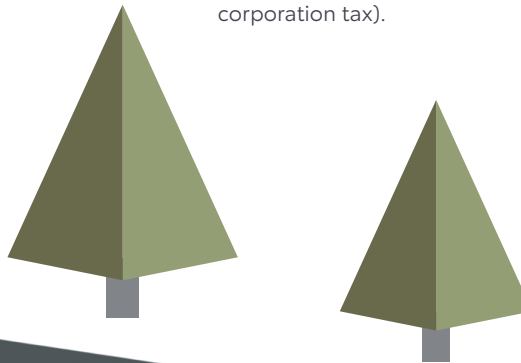
1. A 100% first year allowance applies to cars with emissions of 0g/km or less
2. New company cars with CO2 emissions of 1g/km to 50g/km will attract a 18% write-down allowance on a reducing balance basis
3. New company cars with CO2 emissions above 50g/km will attract only 6% write-down allowance on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



# FLEET AND BUSINESS FINANCING

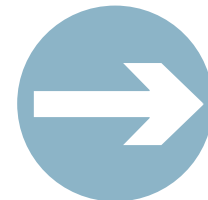


## A SUMMARY OF THE BENEFITS PLAN BY PLAN

Benefits	KINTO ONE Contract Hire	LCV Finance Lease	AccessToyota	Lease Purchase	Hire Purchase
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





## TAX BENEFITS AT A GLANCE, PLAN BY PLAN

Tax Benefits	KINTO ONE Contract Hire	LCV Finance Lease	AccessToyota	Lease Purchase	Hire Purchase
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 cars with a CO2 emission over 51 g/km and above

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

If any private use of car 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 cars, used cars and light commercial vehicles, all vans need to be fitted with ply lining in order to be eligible for AccessToyota and Contract Hire. Please ask your Business Centre for further details.

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