

	<u>Offer to Hire</u>	<u>Chattel Mortgage</u>	<u>Finance Lease</u>	<u>Consumer Loan</u>	<u>Fully Maintained Lease</u>	<u>Novated Lease</u>
<b>Ownership</b>	You hire and use the vehicle or equipment until you make your last payment. You then become the outright owner.	Your business owns the asset from the start of the agreement. The finance company secures the loan by registering a charge over the asset.	You pay a monthly rental. You have a number of options when the lease ends.	Designed for individuals. You own the asset from the start of the loan.	Financier owns the asset. All maintenance for the vehicle is factored into the loan. Monthly rental fee with option to purchase upon completion of loan.	A three-way agreement between an employer, employee, finance company. This allows employees to purchase the car of their choice from their pre-tax salary, via their employer
<b>Term</b>	1 to 5 years	1 to 5 years	1 to 5 years	1 to 5 years	1 to 5 years	1 to 5 years
<b>Deposit</b>	Optional	Optional	Not available	Optional	Optional	Optional
<b>Insurance, fees and charges can be financed</b>	Yes	Yes	No	Yes	Yes	Yes
<b>Repayment options</b>	Monthly Quarterly Semi-Annual Annually Seasonal Irregular  Repayments can be made in advance or arrears	Monthly Quarterly Semi-Annual Annually Seasonal Irregular  Repayments can be made in advance or arrears	Monthly Quarterly Semi-Annual Annually Seasonal Irregular  Repayments must be made in advance	Monthly Quarterly Semi-Annual Annually Seasonal Irregular  Repayments can be made in advance or arrears	Monthly Quarterly Semi-Annual Annually Seasonal Irregular  Repayments can be made in advance or arrears	Monthly Quarterly Semi-Annual Annually Seasonal Irregular  Repayments can be made in advance or arrears
<b>Balloon/ Residual payment</b>	Optional	Optional	Residual required. Minimum set according to ATO guidelines.	Optional subject to application	Residual required. Minimum set according to ATO guidelines.	Residual required. Minimum set according to ATO guidelines.
<b>Tax benefits</b>	Interest and depreciation are potentially deductible.	Interest and depreciation are potentially deductible.	Rental payments are potentially deductible.	Interest and depreciation are potentially deductible.	Interest and depreciation are potentially deductible.	Rental payments are potentially deductible.
<b>GST</b>	GST is payable only on the initial asset purchase and can be included in the amount financed.  If you hold an ABN and you account on a cash basis GST is amortised over the life of the contract and you may be able to claim an Input Tax Credit (ITC) each month or quarter.  If you hold an ABN and account an accrual basis you may be able to claim GST upfront on the first day of hire.  No GST is payable on the repayments, balloon payment, or term charges	GST is payable only on the initial asset purchase and can be included in the amount financed.  If you hold an ABN you may be able to claim GST upfront.  No GST is payable on the repayments, balloon payment, or term charges	There is no GST payable on the initial asset purchase.  GST is payable on the rental payments over the life of the contract and on the residual amount.  If you hold an ABN you may be able to claim the GST as an Input Tax Credit (ITC) each month or quarter.	GST is payable only on the initial asset purchase and can be included in the amount financed	There is no GST payable on the initial asset purchase  GST is payable on the rental payments over the life of the contract and on the residual amount.  If you hold an ABN you may be able to claim the GST as an Input Tax Credit (ITC) each month or quarter.	There is no GST payable on the initial asset purchase  GST is payable on the rental payments over the life of the contract and on the residual amount.  If you hold an ABN you may be able to claim the GST as an Input Tax Credit (ITC) each month or quarter.
<b>Government duty</b>	Duty is calculated on the monthly payments. GST is payable on the duty and can be claimed as an ITC.  <b>Government Duty Exemptions</b> VIC: An individual, partnership of individuals or sole trader  (not an incorporated body) acquiring farm equipment or a commercial vehicle.	Stamp duty is calculated on the total amount financed.  <b>Stamp Duty Exemptions</b> VIC, NSW, ACT: An individual, partnership of individuals or sole trader  (not an incorporated body) acquiring farm equipment or a commercial vehicle.	Duty is calculated on the monthly payments and is inclusive of GST.	Stamp duty is calculated on the total amount financed.	Duty is calculated on the monthly payments and is inclusive of GST	Duty is calculated on the monthly payments and is inclusive of GST

	VIC, NSW, ACT, TAS and QLD: Individuals and corporations hiring aircraft, ships or vessel hires, including engines and other components.	NSW, ACT: Individuals and corporations hiring aircraft, ships or vessel hires or part there of.  From 1/7/04 no stamp duty will be calculated in VIC				
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