

## Why would I consider a Novated Lease on a EV or PHEV?

A Novated Lease is a tax effective form of financing your vehicle. It allows you to pay for the vehicle and all its associated running costs using pre-tax money. This method reduces your taxable income resulting in savings of thousands.

## How and where do I save money?

### Pay Less Tax

Like your superannuation, your employer simply deposits your nominated contribution into your Positive Salary Packaging offset account every pay period. All of this money is PRE-TAX (from your "Gross" Income) your tax is then calculated on the reduced amount (known as "Taxable" Income)

### GST Savings

As Novated Lease finance is treated as a business transaction, this means you don't have to pay the GST on the purchase price of the vehicle. Saving you effectively 10% on the vehicle price straight up! You also save the GST on your running costs

### Vehicle Choice

You can package any new EV or PHEV vehicles that has a purchase price less than \$84,916. The car must have been sold new after the 1st July 2022 to be eligible for the exemption

### End of Term Profit

If you wish to sell or trade-in your vehicle at the end of the term, any profit above the residual value is yours to keep TAX-FREE

### No Additional or Up-front Costs

Don't bother opening your wallet, unlike regular finance a Novated Lease requires no deposit or up-front costs.

## What vehicle expenses are included?

- Charging and or Fuel
- Servicing / Maintenance
- Tyres
- Registration and CTP
- Full comprehensive Insurance
- Roadside membership
- Car washing & detailing
- Specialised finance through our panel of lenders

On average, drivers save \$284 per fortnight on income tax and GST, which is \$36,995 over 5 years, through a Novated Lease.

## Why Use Positive Salary Packaging?

As Positive Salary Packaging we understand your needs. Our consultative, one-step-further approach and decades of industry experience will take our service levels beyond expectations to make that tax effective result feel even better.

## Positive Salary Packaging can save you thousands of dollars on your next vehicle by

- ✓ Using our car buying power to secure a discount on the vehicle purchase price
- ✓ Reduce your income tax
- ✓ Save GST on the vehicle's purchase price and running costs
- ✓ No business use required
- ✓ Flexible expense card for charging and/or fuel purchases
- ✓ Tailor a flexible running cost budget to suit
- ✓ Online account management system

Positive Salary Packaging has an industry-first Residual-free option which caters for all. Talk to us today to find out more.

### I'm an employer

- ✓ No cost
- ✓ No FBT
- ✓ No Reporting

- ✓ One invoice
- ✓ Reward your staff
- ✓ Australian Based Support

## FAQS

### What happens if I change employers or stop working?

Your agreement is fully portable between employers. What was once only available to the Public service sector, is now available to every working Australian. If you decide to stop working, you can continue the agreement directly with the financier or potentially transfer to a family member or associate.

### What happens if I don't spend all my deductions?

Any unspent provisions can be withdrawn via your payroll at any time throughout the term. Surplus at the end can be rolled into your new vehicle, if you wish to upgrade.

### Do I own the car and who can drive it?

You are the registered and insured owner of the vehicle therefore the decision of who drives it....is entirely yours!

### What's FBT? (Fringe Benefits Tax)

Positive Salary Packaging will ensure there are no FBT implications using the method that gets the best outcome for you.

### What happens at the end of the term?

- Upgrade your vehicle
- Extend your current package for another term
- Pay out the remaining residual
- Own vehicle outright with a Residual-Free option



Call one of the Positive Salary Packaging's local consultants to discuss your needs and let them put together a tailored novated quote for you.



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