



Contract rental  
Finance lease  
Lease purchase  
Operating lease

# ScanLease



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All facets of transport operators' needs can be arranged through Scania, from trading in existing vehicles, purchasing new vehicles, providing total maintenance packages and establishing finance.

ScanLease is dedicated to funding the entire vehicle and engine range available from Scania utilising highly competitive and flexible financing structures.

ScanLease financiers have an intimate understanding of the financing needs of a broad range of Scania customers.



## Lease Purchase

Also known as hire purchase or asset purchase, a lease purchase means the operator hires the vehicle for an agreed period and achieves ownership on completion of the agreement.

With a ScanLease Lease Purchase, the operator is treated as the owner from day one for tax and accounting purposes and claims depreciation and interest as their deductions. This is a form of "on balance sheet" funding. Interest rates are fixed for the term.

Under a ScanLease Lease Purchase, payment periods usually range from two to seven years and a deposit is sometimes applied at the start of the agreement, either in the form of cash or trade-in proceeds on existing equipment.

An operating lease is a form of long-term, fixed-price rental where the lessee (operator) is responsible for maintaining the vehicle in good condition.

**Reducing  
the cost  
of asset  
ownership.**

A ScanLease Lease Purchase:

- spreads the cost of buying as the vehicle's earnings pay for its acquisition;
- shows the vehicle as an asset on the balance sheet;
- allows the operator to claim depreciation allowances;
- enables the owner to obtain equity in the vehicle with each payment; and
- guarantees ownership on completion of the finance term.



### Finance Lease

The long-term hire of vehicles and equipment where the lessor (finance company) allows the lessee (operator) to use the vehicle for an agreed hire period at an agreed rental is known as a finance lease.

A ScanLease Finance Lease transfers substantially all the risks and rewards of ownership of the vehicle to the lessee. The future or residual value is agreed between the lessor and lessee upfront. The lessor receives rentals from the lessee to amortise the loan down to the residual value, the value which is guaranteed by the lessee.

Terms are negotiable, but operators usually pay monthly rentals in advance.

A ScanLease Finance Lease is accounted for “on balance sheet”. The lessee is responsible for insuring and maintaining the vehicle.

A ScanLease Finance Lease:

- provides known, budgetable rentals;
- preserves working capital so funds can be invested in other parts of the business;
- allows rentals to be tax deductible;
- allows the owner to benefit from careful maintenance and use of the vehicle; and
- requires only one rental payment as the initial outlay.

### Operating Lease

Under a Scanlease Operating Lease, the lessor (ScanLease) owns the equipment, predicts its value at the end of the hire period (a residual value which is not disclosed to the lessee) and charges a rental taking this value into account.

The operator makes regular payments as income is generated from the vehicle. Rentals are charged as a business expense to the profit and loss account.

For accounting purposes, a ScanLease Operating Lease is an “off-balance sheet” form of funding. The operator simply returns the vehicle to ScanLease at the end of the hire period and has no liability for any residual value (subject to return conditions).

A ScanLease Operating Lease

- preserves working capital so that funds can be invested in other parts of the business;
- allows rentals to be paid out of operating income and offset against taxable profits;
- improves accounting ratios; and
- eliminates the customer’s disposal problem or risk on resale value (conditions apply).

### Contract Rental

ScanLease Contract Rental is simply a long term, fixed-price operating lease available to major companies and government instrumentalities.

Contract Rental offers immediate vehicle usage with the ability to handle rental payments as operating income is generated. A ScanLease Contract Rental allows the use of Scania vehicles for an agreed period, usually from two to five years, and their return at the end of the lease (subject to return conditions).

A ScanLease Contract Rental:

- provides known, budgetable costs (except for maintenance);
- preserves working capital;
- improves cash flow because rentals can be paid out of operating income
- improves accounting ratios by creating an off-balance sheet transaction.
- eliminates the customer’s disposal problem or risk on resale value (conditions apply).



## Application for finance

Lessee or hirer's name

ACN (if incorporated)

Is the borrower a trust?  Yes  No

Business address

Registered address (if different)

Name and branch of current bank

Does the bank have a charge over your business?  Yes  No

### Shareholder(s)/director(s) or partner(s)

Name	Address	Date of birth	Driver's licence number
1.			
2.			
3.			
4.			

### Trade references

Name	Phone number	Contact
1.		
2.		

### Finance references

Lender's name	Amount	Date borrowed
1.		
2.		

**Contact details**

Accountant/tax agent's name	Telephone number
Your contact telephone number	Your mobile number
Your fax number	Your home telephone number

**Equipment to be financed**

Description	Cost	Your trade-in	Finance amount
Term	Residual	Delivery date	Lease or HP

**Brief description of business** (list plant, equipment and major contracts, if any)

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**Senior management** (include name and experience in the industry)

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**Purpose of loan** (list intended use of equipment)

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**Personal asset and liability statement of individuals borrowing or acting as guarantor**

Please photocopy and complete separately if more than one guarantor.

Name	Signature	Date
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Liabilities		Assets	
Mortgagee/lender	Value \$	Home (address)	Value \$
1.		1.	
Mortgagee/lender		Additional property	
1.		1.	
2.		2.	
3.		3.	
4.		4.	
Lender		Business investments	
1.		1.	
2.		2.	
Miscellaneous liabilities		Furniture and fixtures	
		Cash in bank	
		Motor vehicles	
Total liabilities B		Total assets A	
		Net assets A-B	

## Privacy consent

### A. Consent of Individual Applicant

In connection with my application to any of the financiers described in the Schedule (Financier) for credit, I am or will be providing personal information about me to the Financier. I acknowledge that any personal information the Financier collects about me will be used to help the Financier assess my application and, if my application is approved, for the subsequent administration of the credit facility. I consent to the Financier using and disclosing my personal information for these purposes and acknowledge that without this information the Financier may be unable to process or accept my application or to operate or administer the credit facility.

I consent to the Financier and its related companies using or disclosing my personal information for:

- performing administrative tasks and managing business operations;
- providing services to me in relation to the credit facility (if granted) or other products or services;
- telling me about its products or services, or about other organisations;
- product development and research, risk assessment, loan management and modelling;
- fraud and crime prevention;
- keeping guarantors informed about the credit facility;
- enabling any insurer to whom I apply for insurance to assess my application (where I have applied for such insurance cover), and for the initial establishment and the subsequent administration of that insurance; and
- complying with legislative and regulatory requirements.

I understand that the Financier may disclose my personal information to its related companies, and that the Financier and its related companies may disclose the information to:

- credit reporting agencies;
- other financial institutions and credit providers;
- service providers;
- other persons (if any) authorised by me to operate the credit facility;
- guarantors and other persons giving support (present and prospective) in connection with my obligations under the credit facility (including to help that person assess whether to act as guarantor or provide support);
- any organisations through whom I choose to make payments to the Financier (or its related companies);
- governmental and regulatory organisations; and
- other entities to whom the Financier or its related companies is required by law, or authorised by me, to disclose my personal information.

Subject to the Privacy Act 1988 (Cwlth) (Privacy Act) and the other terms of this Consent, I consent to any such disclosures regardless of how or when that information was collected.

### B. Consent of Individual Guarantor/Other Individuals

In connection with an application to the Financier for credit by the applicant described in the Schedule (the applicant), I am or will be providing personal information about me to the Financier. I acknowledge any personal information the Financier collects about me will be used to support the application to the Financier for the credit facility and to help it to assess the application. Where I am to provide a guarantee or other support in connection with the credit facility, I acknowledge that the personal information will be used to assess whether to accept me as a guarantor or to accept the support for the credit facility, and if necessary, in the enforce-

ment of the guarantee or the support. I consent to the Financier using and disclosing my personal information for this purpose, and acknowledge that without this information the Financier may be unable to process or accept the application.

I understand that the Financier and its related companies may separately disclose my personal information to each other and to:

- credit reporting agencies;
- other financial institutions and credit providers;
- service providers;
- the applicant;
- governmental and regulatory organisations; and
- other entities to whom the Financier or its related companies is required by law, or authorised by me, to disclose my personal information. Subject to the Privacy Act and the other terms of this Consent, I consent to any such disclosures regardless of how or when that information was collected.

### C. Other Consents of Individual Applicant and Individual Guarantor/Other Individuals

I agree to the transfer of my personal information by the Financier and its related companies to organisations overseas but only for use in connection with any of the purposes that the Financier and its related companies are authorised by this document or the Privacy Act.

If and to the extent that the Financier does so in a manner and for purposes that conform with the Privacy Act:

- I agree to the Financier obtaining information about my commercial activities and commercial credit worthiness from a business which provides information about the commercial credit worthiness of persons, and to the Financier using that information in assessing the application;
- I agree to the Financier giving to and receiving from any credit providers named in the application and any credit providers named in a credit report issued by a credit reporting agency, information about my credit arrangements, provided that the information is given or received to assess an application for credit made to the recipient credit provider or to assess my credit worthiness; and obtaining a credit report containing personal information about me from a credit reporting agency;
- I agree to the Financier using that report or any information derived from the report in assessing the application, and for any other purposes permitted under the Privacy Act (including where I am to provide a guarantee or other support in connection with the credit facility, to assess whether to accept me as a guarantor or whether to accept the support for the credit facility); and
- I authorise a trade insurer in relation to my application (where it is for commercial credit) to obtain a credit report to assess whether to insure or the risk of insuring the Financier (and where I am the applicant for the credit, it or to assess the risk of default by me on the credit provided).

Subject to the provisions of the Privacy Act, I acknowledge that I may have access to my personal information collected and held by the Financier and its related companies. I acknowledge that I can enquire as to the identity of each related company of the Financier, and may contact the Financier for access to my personal information held by the Financier and its related companies, by contacting the Privacy Officer of the Financier at the address of the Financier shown above.

Where I am an applicant for the Facility, Part A and Part C apply to me. Where I am a guarantor or prospective guarantor or to provide support for the credit facility or, Part B and Part C apply to me. Where this Consent is signed by two or more persons, it is to be read as given by each of us individually. I have read and now agree and consent to the matters set out above.

**Individual applicant signature section**

Name	Address	Signature	Date
1.			
2.			

**Individual guarantor / other individual signature section**

Name	Address	Signature	Date
1.			
2.			

**Schedule**

Name and address of applicant

Name and address of financier Scanlease Pty Limited (ABN 31 070 289 280), of Level 1, 2 Barrack Street, Sydney, NSW.

Scania Victoria  
212 – 216 Northbourne Road  
Campbellfield VIC 3061  
Tel: 03 9217 3300

Scania New South Wales  
66 – 68 Governor Macquarie Drive  
Chipping Norton NSW 2170  
Tel: 02 9755 3188

Scania Queensland  
149 Archerfield Road  
Richlands QLD 4077  
Tel: 07 3712 8500

Scania South Australia  
501 South Road  
Regency Park SA 5010  
Tel: 08 8241 9400

Scania Western Australia  
527 – 529 Abernethy Road  
Kewdale WA 6105  
Tel: 08 9360 8500

Scanlease Pty Ltd  
Level 1  
2 Barrack Street  
SYDNEY NSW 2000  
Telephone: (02) 9262 5655  
Fax: (02) 9262 5277

