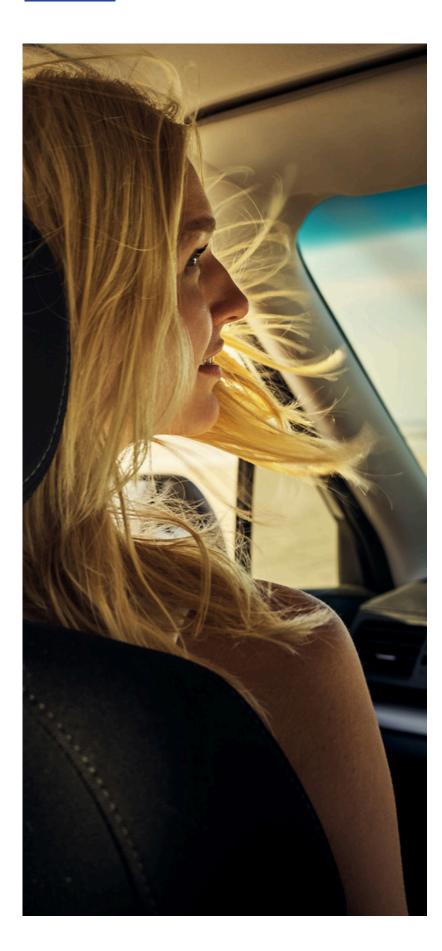


# **Novated Leasing**

A practical guide to salary packaging your car



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### About this guide

This Guide has been compiled to help both employers and employees better understand StreetFleet's Novated Vehicle Lease packages. As Novated Leases are based on the circumstances of the individual employee there are different implications for every driver.

This guide is not intended to be advice and does not take into account the employee's personal circumstances. We recommend that anyone considering a Novated Lease seek independent financial advice.

### **About StreetFleet**

StreetFleet is an Australian owned and operated vehicle management company that provides organisations with vehicle management solutions. Our business is unique in that we offer a full range of services from financing to purchasing and managing motor vehicles.

We are part of the Smith Motor Group of Companies based in South Australia which has a number of vehicle industry associated businesses across Australia and employs around 300 people nationwide.

### Why work with us?

We focus on providing our customers with up to date vehicle information and guidance and the best levels of customer service possible while working closely with each client to ensure that your requirements are achieved.

We operate independently of any motor vehicle dealer, manufacturer or financier, enabling us to impartially negotiate and manage your finance and motor vehicle fleet requirements so as to offer a diverse range of products and services to suit your business and personal needs.

The team at StreetFleet
 made my experience so
 easy when choosing my
 car and setting it all up. **99**

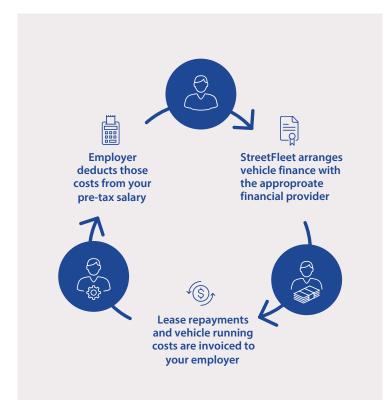
TRUDY ALLPIKE BUSINESS & HR MANAGER BANYAN HOUSE



#### WHAT IS A NOVATED LEASE?

The concept of a Novated Lease is that an employee can enter into a lease for a vehicle and transfers (novates) their lease obligations to their employer, who makes the lease payments on the employee's behalf as part of the salary package. This is done by both parties signing a Novated Lease Agreement.

The employer deducts the lease payments from the employee's salary for as long as they remain employed with them. Making lease payments 'pre-tax' can have considerable tax saving advantages, as an individual's taxable income is reduced.





Thank you for being so helpful throughout the whole process. We won't hesitate to recommend StreetFleet to everyone we know!
 LIAM WEST DIRECTOR, LIGHTLY SALTED



#### How does it work?

A novated lease can either be a fully maintained/budgeted or a non-budgeted/non-maintained lease. The difference is that under a fully maintained lease you simply pay the monthly lease payment which includes the budgeted maintenance.

These maintenance provision amounts are disclosed and regularly reconciled with actual expenditure. Budgets can be increased to cover higher than expected costs. However, if the amount spent is less than budgeted this will be refunded at the lease's completion via payroll.

StreetFleet finances the car of your choice over a lease term between 1-5 years. There is a residual value (RV) payable at the end of the lease term. You (the lessee) can then make an offer to purchase the vehicle at the RV value, sell the car privately or trade it in.

Residual values are set by the Australian Tax Office (ATO), which has published guidelines for minimum residual value percentages of the vehicle acquisition cost, as per the following table:

#### **For Employers**

The novated lease is in the name of the employee and all associated costs are 100% deducted from their salary for the term of the lease, while they are employed with your organisation. This includes all running costs (even fuel) and FBT.

The residual value at the lease end is solely the responsibility of the employee - the employer bears no cost or risk.

StreetFleet provides a payroll advice to calculate and facilitate payroll deductions.

With no risk or cost to your organisation, this can be an attractive recruitment and retention tool to offer new and existing employees. Employees have better access to newer, safer & more reliable vehicles for themselves and their family.

Lease Term (Years)	Minimum RV%
1	65.63
2	56.23
3	46.88
4	37.50
5	28.13

I had an amazing experience with StreetFleet
 in purchasing a car for the first time through
 salary packaging this last week. 
 LEIGH WALLIS
 CLIENT SERVICES MANAGER
 CARA

#### LEASE INCLUSIONS

All vehicle running costs can also be included in the lease rental and paid for with pre-tax income.

You can include:

- Vehicle Servicing
- Replacement tyres
- Fuel
- Registration renewals
- Insurance

**Vehicle Servicing:** based on the manufacturer's recommended standard servicing, StreetFleet calculates the costs for standard services based on the estimated kilometres travelled over the lease term. This cost is then included in the lease rental. When you book in for a service with a service centre, they will contact StreetFleet for service authorisation and, on completion, the service centre forwards the invoice to StreetFleet for payment.

**Replacement tyres:** based on the vehicle, usage and kilometres to be travelled, an estimate is made as to how many replacement tyres will be required over the term of the lease. Replacement tyres can be fitted at your preferred tyre supplier, who will need to contact StreetFleet for authorisation prior to fitting any tyres. The supplier will invoice StreetFleet at wholesale pricing.

**Fuel:** an estimate is made regarding the amount of fuel required for the lease term based on the vehicle type, kilometres to be travelled, the average fuel consumption and the cost of the fuel. You will then be issued with a fuel card which can be used to purchase most brands of fuel. The monthly fuel invoice is sent to StreetFleet for payment from your package. NB: This is a budgeted provision, regularly reconciled and charged back or refunded where required.

**Registration renewals:** the cost of the annual registration renewals for the lease period is included in the lease rental. Whilst our system does send out an sms reminder for registration, a month prior to it's expiry, it remains your responsibility to ensure your vehicle is always registered.

**Insurance:** each StreetFleet lease must have full comprehensive insurance throughout the lease period. If you're considering a comprehensive motor vehicle insurance policy offered by StreetFleet, we can provide you with a quote and include the cost of all premiums in the lease amount. You can download the PDS from our website to compare with your insurer.

**No additional payments:** there should be no reason for you to pay for any vehicle related expenses using tax-paid income. If for some unforeseen reason this occurs, these payments can be shifted to pre-tax income by claiming reimbursement from StreetFleet, who will adjust the applicable budget.

Including all running costs in your Novated Lease further reduces your taxable income.

#### **BENEFITS OF NOVATED LEASING**

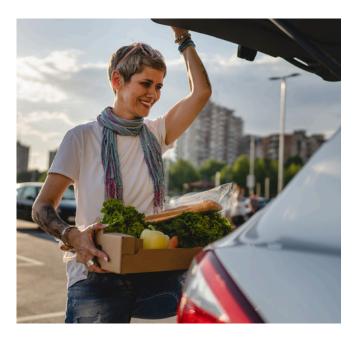
#### **Income Tax and Fringe Benefits Tax (FBT)**

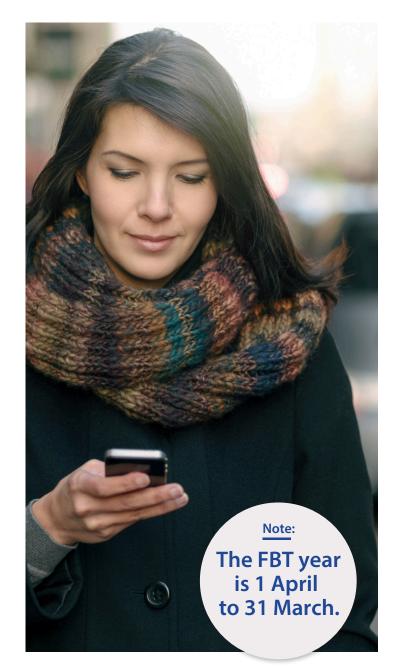
Under a Novated Lease, your employer pays your lease payments from your pre-tax income which lowers your taxable income and, in turn, your tax. Under a Novated Lease you are effectively not paying income tax on the amount of your lease payments being paid out of your pretax salary. Novated Leases are subject to fringe benefit tax (FBT).

#### Fringe Benefits Tax – Management

FBT is calculated using the statutory or operating method. The Statutory method is most commonly used with Novated Leases. This method makes no distinction between business and private use of the vehicle, eliminating the need to keep a logbook to monitor business usage. Using this method, a flat rate of 20% is applied. A benefit arises when there is less FBT payable.

StreetFleet offered a wonderful customer experience from initial conversations to delivery of the vehicle. Their advice and insight was invaluable in choosing the right vehicle.
TRACY MCNAMARA, CEO FOUNDATION FOR AUSTRALIA'S MOST ENDANGERED SPECIES





#### **Employee Contribution Method (ECM)**

Any after tax payments by the driver towards the running of their Novated Lease vehicle reduces the FBT by the same amount. To maximise this advantage, an amount equal to the FBT is taken from the driver's salary post-tax and paid to the running cost provisions, thus negating the FBT charge.

With each Novated Lease quote, we supply a vehicle salary package analysis which shows the potential benefit of purchasing and running a vehicle on a Novated Lease under a salary packaging arrangement.

#### GST

Novated leases are financed ex GST price of the vehicle, saving you 10% upfront already! GST is payable on the purchase price of a vehicle as well as most vehicle related expenses. StreetFleet is entitled to claim an input tax credit up to the depreciation limit of the vehicle. Your lease payments are calculated on the vehicle purchase price less the GST, which StreetFleet is entitled to claim as an input tax credit. In addition, most employers are entitled to claim input tax credits for the GST on the lease payments and other vehicle related expenses.

#### **Competitive Vehicle Purchase Price**

StreetFleet can access fleet discounts on vehicles and accessories, has preferential access to limited stock vehicles, benefits from shorter delivery times and reduced dealer charges, ensuring competitive pricing thanks to our annual purchasing volume.

#### **Vehicle Recommendations**

StreetFleet is not aligned to any particular vehicle brand(s). Having gained considerable vehicle knowledge over many years, we can be objective when making recommendations regarding vehicle brands, their drivability, performance, reliability, overall running costs etc.

#### **Negotiated Parts and Labour Rates**

StreetFleet offers you access to substantial discounts across a range of goods and services including vehicle servicing, tyres, batteries and windscreens.

We don't just pay vehicle related expenses; we control them by pre-authorising service and repair work and reducing the risk of over-servicing or unnecessary costs being charged.

#### **Fuel card**

StreetFleet's Fuel Card is widely available nationwide and accepted in over 90% of sites. Benefits include excellent coverage, discounted cents per litre and no transaction fees\*, plus collect FlyBuys points on your fuel purchases!\*

\*at selected suppliers



#### **Ex tras**

In addition to quick approval, each lease is structured to include all of the scheduled running costs in one single monthly repayment.

StreetFleet has negotiated nationwide volume-based discounts with suppliers for servicing, tyres and fuel. These are taken into account while building your lease provisions.

#### Insurance

We have a comprehensive insurance policy available to help you mitigate some vehicle or finance risks. Each StreetFleet lease must have full comprehensive insurance throughout the lease period. If you're considering a comprehensive motor vehicle insurance policy offered by StreetFleet, we can provide you with a quote and include the cost of all premiums in the lease amount.

The people at StreetFleet are very helpful and kind, and I highly recommend anybody to work with them.
 JERRONE ROSAS FLEET MANAGER SUNRISE HEALTH SERVICE

#### **Vehicle Choice**

Subject to your employer's policies and credit application, you can choose any make or model of vehicle under a Novated Lease arrangement.

#### **Fleet Management Consultant**

You will have a dedicated fleet consultant who will manage your transaction from acquisition to disposal.

#### **Multiple Vehicles**

Subject to any of your employer's policies and credit application, you may salary sacrifice more than one vehicle.

#### 24/7 Online Driver Portal

Our online management system allows you to access details on your lease 24/7. This allows you to submit and raise vehicle claims, view your balance and includes full FBT reporting, service reports, fuel usage etc.

All you need to do is advise us of your vehicle preferences and we will do the 'leg work' for you, saving you time, energy and money.



#### **EMPLOYERS WITH TAX CONCESSIONS**

#### **Public Benevolent Institutions (PBI's)**

PBIs (excluding hospitals) receive an exemption from paying FBT (subject to a \$30,000 capping threshold for FY 2022).

Benefits provided to employees are FBT-free where the total grossed up value of certain fringe benefits to an individual employee during the FBT year is \$30,000 or less.

If the total grossed-up value of the fringe benefits provided to an individual employee is more than \$30,000, the PBI employer will be liable for the FBT on the excess amount. Novated Leases are on top of the \$30,000 cap.

Note: The \$30,000 capped FBT exemption does not apply to PBIs that are hospitals. Hospital employers have a \$17,000 (FY 2022) cap on the amount of FBT-free benefits they may provide to their employees.

**66** Streetfleet were really helpful throughout the entire process. This was my first ever new car and first ever financed company vehicle and they just made the whole experience really easy and seamless. **99** 

SIMON DERRICK-ROBERTS BNI SOUTH AUSTRALIA

#### **Rebatable employers**

Employees of a rebatable employer can also package up to \$30,000 grossed up however are eligible for a 48% discount rebate on the amount of FBT that would otherwise be payable.

Grossing up means increasing the taxable value of a benefit to reflect the gross salary an employee would have to earn at the highest marginal tax rate, including the Medicare levy, to purchase the benefit using aftertax dollars.

It is used to determine the amount of FBT applicable to a fringe benefit. The rate used depends on the type of benefit and whether or not it is subject to GST.

Here is a quick reference for you:

#### Grossed-Up Taxable Value = Taxable Value of Benefit x Gross-Up Factor

Benefit Type	Subject to GST	Gross-up factor
1	YES	2.0802*
2	NO	1.8868*

\*2019/2023 FBT years only

#### NOVATED LEASE ANALYSIS EXAMPLE

The following page shows an example of a StreetFleet Novated Lease quote plus salary package analysis.

In the following example, we show the effect on Brian's net disposable income across two different types of vehicle finance including a car loan and a Novated Lease with employee contributions (ECM). In the example, Brian has:

- An Annual salary of \$50,000
- Vehicle running costs of \$10,354.68

annually

Subject to 20% FBT

• Additional assumptions are as outlined on the analysis sheet.

The first column shows the cost of a car when Brian is making all of the repayments from his post tax salary, and how much net disposable income is available after accounting for the vehicle cost. This column is our reference point for the other example.

The second column shows the effect on Brian's net disposable income using a Novated Lease, where he makes the lease and FBT repayments from his pre-tax salary and post-tax contributions (Post-tax contributions offset FBT liability at a rate of 1:1 for every dollar contributed).



Try our free <u>Novated Lease</u> <u>Calculator on our</u> <u>website</u> to find out how much you could save. Also check out our <u>Novated Lease</u> <u>video</u>!

U I ABN: 36 090 125 312 I Phone: 1300 273 359

Please refer to the employee contribution section on page 7 of this guide for further details on ECM.

Upon commencement of your lease we will also send a payroll deduction notice through to your payroll department to assist them with the necessary adjustments.

Every quote and analysis is different so it is important to speak with a financial advisor to gain an understanding of the implications which apply to your circumstances.

#### **street**fleet

### Vehicle Lease Quotation

Ref:101110 Quoted By: Robert Bell

robertb@streetfleet.com.au 1300273359

Description	Non Novated	Novated		
Gross Annual Salary	\$50,000.00	\$50,000.00		
- Lease & Operating Costs		\$6,256.68	Fortnightly	ahtly
- Fringe Benefits Tax				-
- GST on Employee Contribution		\$372.55	Deductions	
- Luxury Car Charge		\$0.00	Pre Tax Deduction	\$218.7
<ul> <li>Input Tax Credits</li> </ul>		\$941.28	Post Tax Deduction	\$157.6
Taxable Salary	\$50,000.00	\$44,312.05		\$376.3
- Tax	\$8,788.00	\$6,812.00	Total Deduction	\$370.3
Post-Tax Salary	\$41,212.00	\$37,500.05		
<ul> <li>Employee Contribution</li> </ul>		\$4,098.00		
- Car Finance & Operating Costs	\$10,354.68		New Take Home Fortnightly Pay \$ 1,284.69	
Net Disposable Salary	\$30,857.32	\$33,402.05		
Estimated Annual Benefit		\$2,544.73		
Estimated Term Benefit		\$7,633.86		

nt your pe

above environments the following assumptions: loging is instituted to a latic sweath for a loginering under a novated lation de la available 350 days of the synar for the envirologiest use logices as in Auditatin Tale Resident and the polivale health herurance envirolg through a bank heat the envirologiest can access the same interess above any Auditation the writes for the same nerving above any Auditation the writes for the same nerving above any Auditation the writes for the same nerving above any Auditation the writes for the same nerving above any Auditation to the lation of the same function above any Auditation and the same and the same function above any Auditation and the same and the same function and the above any Auditation and the same and the same function and the above any Auditation and the same and the same function and the above any Auditation and the same and the same and the same function and the above any Auditation and the same and the same and the same and the above and the same and the same and the same and the same and the above any Auditation and the same and the same and the same and the above any Auditation and the same and the same and the same and the above any Auditation and the same and the same and the same and the above any above and the same and the same and the same and the same and the above any above above any above above any above above any above any

Lease Breakdown And Bud	dgets			Remember
Budgeted Running Costs Finance	Fortnightly \$173.40	Monthly \$375.70	Budget Notes	We have estimated these budge based on the typical running cos
Service and Maintenance	\$16.92	\$36.66	Included	for this type of vehicle over the term and kms you have specified These provisions are your money though, so whatever you don't us will be given back to you at the end of the lease through your payroli. If your running expenses end up being different to these during the lease (either higher or lower) simply contact us to adjust mid lease. Easy!
Replacement Tyres	\$10.26	\$22.22	4 Included	
Registration and CTP	\$22.85	\$49.50	Included	
Comprehensive Insurance	\$46.99	\$101.81	Included	
Fuel	\$71.26	\$154.39	5.9L/100km @ \$1.57/L	
Roadside Assistance	\$4.23	\$9.17	RAA Included	
Accident Management	\$2.31	\$5.00	Included	
Carbon Emissions Offset	\$0.00	\$0.00	Excluded	
Management Fee	\$13.85	\$30.00	Included	
Lease Total Net of GST	\$362.07	\$784.45		
GST	\$36.21	\$78.44		
Lease Total Including GST	\$398.28	\$862.89		

ees (o) a variation in the a on this vehicle. An excess the FSG and PDS for the walk for seven (7) down y of this signed vehicle quote to 5 ms and conditions of the Novate

Colour Preference(s): 1) 2)_	3	Employer Authorising Signature:		
Brian Smith:	Date://	Employer Authorising name:	Date://	
© StreetFleet I www.streetfleet.com.au I ABN: 36 090 125 312 I Phone: 1300 273 359				

**66** The management and staff of StreetFleet have been a delight to work with. They have gone above and beyond to ensure our staff have access to relevant information and details regarding the Novated Lease program and have ensured that this has been extended to staff in our six offices across the state. **99** 

PETER STEWART **CEO, PARAQUAD SA** 

#### Can I finance a used vehicle?

You can lease a used vehicle as long as it is not more than 12 years old at lease end. The vehicle must be purchased from a licensed motor vehicle dealer (we are unable to purchase from private individuals). You are also able to buy a StreetFleet 'ex lease' vehicle.

#### Can I transfer my existing lease to StreetFleet?

Yes, you can. Commonly known as a mid-lease transfer, this is where we keep the finance with the current financier and StreetFleet takes over the management of the lease. Please contact us for more information about the process.

#### Is a Novated Lease right for me?

With each quote, your fleet consultant will provide you with an analysis showing how the lease may affect your annual salary. Each financial position is different and you should consult with either a financial planner or tax professional before entering into a Novated Lease agreement.

#### Will I need approval from my HR?

Your HR or Payroll Department will need to approve the quote you wish to accept, and confirm your employment at the credit application stage. Once approved and delivery of the vehicle has occurred, HR/Payroll will be required to make the monthly salary deductions.



#### What are the credit approval requirements?

Once you are happy with your Novated Lease quote, we will email a Privacy Statement and Credit Application that asks for some basic information relating to your individual financial status. It is important that you read and understand these forms and contact us if you have any questions. Once completed and submitted, you should receive advice of the outcome of your credit application within 24 hours. The credit approval process is a standard lending application that looks at your personal circumstances and credit history.

#### How long will the whole process take?

We recommend that you start the process as early as possible to avoid uncontrollable delays which can occur with popular or new models. However if the vehicle is in the dealers stock, once finance is approved and the vehicle ordered, and if all parts required for any accessory fitment are available, the process usually takes 5-10 business days.

66 Autism SA is very supportive of StreetFleet having demonstrated their genuine business partnership approach and contribution to the community sector. **99** JENNY KARAVOLOS CEO, AUTISM SA

#### Who is eligible for a Novated Lease?

Only permanent employees with a good credit history and whom have completed any probationary employment period are eligible for a Novated Lease. Contractors are bound by the contract period and can only have a lease term as long as their contract period e.g. if you have a 3 year contract and you have been employed under this contact for 2 years, you can only enter into a Novated Lease for the remainder of the contract term, being 1 year. Our standard terms and conditions apply.

#### How will you protect my privacy?

We will ask you to sign a privacy statement which outlines how we use your personal information. This includes disclosing information to a credit reporting agency, your employer and the dealer to the extent each of them needs to know the information or to undertake a search of your credit history. We may also use your details to tell you about our products and services in the future.

# What is the Luxury Car Tax Limit and how would it affect my lease?

Luxury car tax (LCT) is a 33% tax on any luxury vehicle as determined by an ATO nominated value. Currently 2023/2024 the LCT limit is \$76,950 so any vehicle with a value above this amount will be taxed at 33%. For 'green' vehicles this limit has been increased to \$89,332.

Taking out a Novated Lease on a vehicle above this limit can have an additional impact on your salary (over a non-luxury vehicle) as the tax treatment changes for vehicles above this limit. We strongly recommend you speak with a financial advisor or tax professional if you are looking at a Novated Lease on a luxury vehicle.

#### Is comprehensive insurance included?

All leased vehicles must be comprehensively insured. StreetFleet can arrange insurance through our preferred supplier at competitive rates with features designed with Novated Leasing in mind.

#### How is my FBT calculated?

FBT is calculated as follows:

(\$30,000 {FBT Base value} x 20% {Statutory Method Percentage} - \$0 {Post Tax Contributions ECM}) x {Days/365} {number of days held/in FBT year} x 47% {FBT Rate} x 2.0802 {Gross up Factor} = \$5,866.16 FBT payable

#### What is Accident Management?

StreetFleet's Novated Lease products include an accident management service. Simply call our office and we can assist you to deal with the accident, make an insurance claim, have the vehicle repaired, etc.

# Can tolls and parking infringements be included in my lease?

No. The ATO guidelines state that tolls and parking infringements cannot be included in a Novated Lease.

# What happens if I write my Novated lease vehicle off?

If your vehicle is written off, the lease will need to be finalised, with a final payment as determined by us and is then terminated. If your insurance payout does not cover the finance payout, you will have to make the shortfall / gap payment to us to finalise the lease. Please refer to the product disclosure statement (PDS), which is made available with the initial lease quotation by or visiting streetfleet.com.au/insurance. Depending on policy terms and conditions, and if your insurance covers your new replacement vehicle, we may be able to continue the lease with the replacement car.

I am really happy and appreciate the prompt service, simple documentation and approval process and coordination of the delivery. I will definitely recommend StreetFleet to all my friends and colleagues.

JATHIN BALAN BUSINESS DEVELOPMENT MANAGER MOSSOP CONSTRUCTION AND INTERIORS

# What happens if I leave my employer during my lease term?

If you leave your employer, you must notify StreetFleet in writing immediately. The Novation Agreement with your employer will be terminated and you become the lessee of the vehicle.

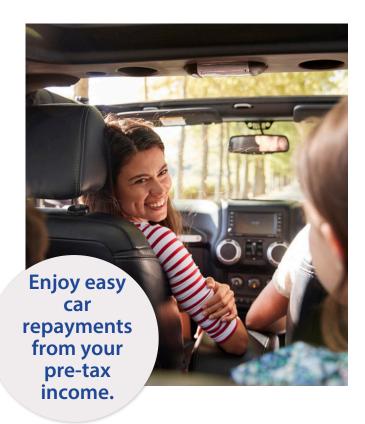
This means that you will become responsible for making all lease payments. You may also contact us on 1300 273 359 to discuss alternative arrangements such as transferring the Novated Lease to a new employer or paying the lease out early. StreetFleet will provide your employer with a package reconciliation that includes FBT to assist them in preparing your final payment. As some costs may not be known on the date the novation is terminated, it may take up to 5 days to complete the reconciliation to calculate your final payment or refund.

#### What happens at the end of my lease?

Three months prior to the end of the lease term, we will contact you to remind you that the end of your lease term is approaching and outline the alternatives that are available to you.

#### What is the Native Pathway Project?

Through our Native Pathways Project, StreetFleet surrendered over 500 tonnes of carbon emissions with the purchase of Australian Native Reforestation with our carbon offset partners. We are working to measure, reduce and offset carbon emissions from vehicles to invest in the future of sustainability of our planet. The inclusion of this offset in your monthly deduction enables the purchase of more trees, removing existing carbon from the atmosphere to restore a healthy, functioning landscape.



# What happens if I involuntarily leave employment or cannot work?

If you involuntarily leave your employment or cannot work due to certain circumstances, you will still be required to make the lease repayments.

Please refer to the product disclosure statement (PDS), which is made available with the initial lease quotation or by visiting streetfleet.com.au/insurance.

 Thank you very much for your prompt action.
 I am very impressed by how quickly everything has been actioned. I would happily recommend StreetFleet to anyone. You have made the lease process very easy!

JENNIFER SPEAKE BUSINESS IMPROVEMENT ANALYST RAA





### Turn kilometres into trees

Through our Native Pathways Project, StreetFleet works with their carbon offset partners to measure, reduce and offset carbon emissions by nominating contributions through your monthly provisions.

### **GETTING STARTED!**

Choose your preferred vehicle, contact StreetFleet and we will help you purchase it as part of your Novated Lease package at a competitive fleet price. We can also help you sell and get the best price for your old car. This is just one of the many things we can do for you!

# Contact us if you have any additional questions or to request your free no-obligation quote. Start saving now!

Simply call StreetFleet on 1300 273 359 or email us info@streetfleet.com.au

NB: Please do not sign any contracts or pay any deposits to dealers on vehicles before talking to StreetFleet as it may cause difficulties in achieving a better price on the vehicle.

# Novated Leasing made easy.

## **Contact Us**

- li 1300 273 359
- Info@streetfleet.com.au
- @ streetfleet.com.au
- in street-fleet-pty-ltd
- StreetFleetAUS
- @StreetFleetAUS



