

2024



Car Leasing Guide

Facts ■ Statistics ■ Prices ■ Reviews



ISUZU D-MAX & MU-X

WHEELS BEST VALUE

4x4 UTE & SUV

2023



wheels
BEST
2023

THE ISUZU D-MAX AND MU-X WIN WHEELS MAGAZINE BEST VALUE 4x4 AWARDS FOR 2023, PROVING THAT THE FULL PICTURE OF OWNERSHIP COSTS OVER 3 YEARS ARE MORE IMPORTANT THAN JUST A PRICE TAG.

[Q ISUZU UTE](#)



ISUZU
UTE

**GO YOUR
OWN WAY**

Novated Leasing – How does it work?

Novated leasing celebrated its 35th birthday in 2021. However 2022 turned out to be a more significant year when the Electric Car Discount Bill was introduced to make EVs, and PHEVs exempt from FBT. The move is designed to encourage the transition to low and zero emission vehicles in businesses and because of the way novated leasing works, it significantly changed the benefits and savings available when you salary package an electric car.

Salary packaging saves you money

When you participate in salary packaging, you're paying for items from your pre-tax salary. This reduces your taxable income and the amount of tax you pay – putting more in your pocket each month!

When you salary package a car it's also called novated leasing. With a novated lease, most people can save money when buying a new car compared to using cash or a redraw from their home loan. It may sound complicated, though once you do some research you'll be amazed at how much you can save.

Why is it called a novated lease?

Novated is a fancy term that is popular in legal circles. It refers to the tri-party arrangement between you, your employer and the leasing company. It's also called salary packaging because you are including the purchase and running costs of a car in your total remuneration package.

What's included in the monthly rental?

Everything! The figure looks high at first because it includes fuel, maintenance, tyres, depreciation, annual rego, insurance and the finance costs. It's like a budget so when the rego is due, or a major service, you'll have the money ready and won't suffer from financial anxiety.

While the monthly rental is important, the main thing to look at is the amount of money that will hit your bank account each payday. The 'out of pocket expense' will be less compared



to using cash or another finance method to buy a new car. For some people, they get a new car and pay rise.

Can I source my own car?

Yes. The supply of new cars was tight in 2023 and some models are still hard to get. If you know the car you want and can find one, the novated leasing company will be able to arrange everything else. With long wait times on some models, this may be the fastest way to get a new car in 2024.

Can I lease a second-hand car?

Yes. You'll need to check with your company and the preferred provider because there may be limits on age or kilometres. You can even use your

existing car and get the benefits of salary packaging.

What happens at the end of a novated lease?

There are three options:

- 1 Sell the car privately and pay the residual value. (A great way to get into a new car and maximise the sale value of your old car.)
- 2 Pay out the residual value and keep the car. (If you love it, why not keep it?)
- 3 Pick a new car and get the dealer to take your old car as a trade-in. (This is the easiest option though you'll still need to pay out the residual value on the lease.)

Year	Top novated lease vehicle	Top selling car
2022	Ford Ranger 4X4	Toyota Hilux 4X4
2021	Ford Ranger 4X4	Ford Ranger 4X4
2020	Ford Ranger 4X4	Toyota RAV4
2019	Mazda CX-5	Ford Ranger 4X4
2018	Mazda CX-5	Toyota Hilux 4X4
2017	Mazda3	Toyota Corolla



MEET TOYOTA HALO¹, YOUR TELEMATICS FLEET SOLUTION

Toyota Halo connects you to near real-time Fleet visibility

Toyota Halo is the latest innovation from Toyota, Australia's leading fleet vehicle provider. Toyota Halo represents a shift to connected fleet management, using intelligent vehicle telematics to gather data on anything from a few vehicles to a nationwide fleet, providing end-to-end fleet insights from — almost anywhere 24/7.

Toyota Halo gives you a snapshot of where your fleet is* and how it's performing so you can zero in on ways to enhance efficiency and optimise your business mobility.

Ready to reshape your business with Toyota Halo?



Scan to sign up for the latest
insights from Toyota for Business

To find out more, visit your Toyota Dealer or call 1800 679 247

OH WHAT A FEELING

¹Requires subscription, app installation on compatible mobile device, mobile data, network reception and internet connection. Data usage at user's cost. Features subject to change. Vehicle requires installation of Toyota Genuine device/hardware with GPS signal and network reception. For details see <https://halo.toyota.com.au/tnc>

*Uses third party information which may not be accurate or cover all areas

Thinking of – *buying a new car?*

Are you planning to buy a car with cash or finance?

Did you know that you could end up with more dollars in your pocket with a novated lease compared to buying it with cash or regular finance?

Using normal finance you pay from your salary after tax. With a novated lease you salary package the car and make the payments before tax.

The alternative is to wait until you can save enough cash for the car you want. But saving is hard. Expenses always eat into your precious savings which means you'll need to wait longer for a new set of wheels.

All you need to do to take advantage of this legal (and easy) way of reducing your tax bill is to work for a company that offers salary packaging as an employee benefit. If it's not currently available then ask about setting it up so you can access the savings.

What's the difference between owning a car and a novated lease?

The first thing is the running costs are paid from your salary before the tax is taken out. This reduces your income which also reduces the tax you pay.

What do we mean by running costs?

Well, the obvious one is fuel. You also have servicing, finance costs and insurance. When they are included in the lease, the financier claims the GST input tax credit which is like you getting a **10 percent discount**. And with a novated lease all the expenses are combined into one monthly rental which makes budgeting easier.

When's the best time to buy a new car?

The last weekend of the month is a great time. Car dealerships have targets to hit and the end of the month is a great time to do a deal. Not every dealer will play the game so shop around to get the best price.

Another good time is at the start of the year. Manufacturers often provide incentives to sell the cars that were built in the previous year.



Buy the top model in the range

With a novated lease you pay a monthly rental depending on the length of the lease (36, 48 or 60 months) so the cost for a model upgrade is spread across the term of the lease so you can enjoy the luxury without the upfront payment.

Can I get an electric car in my novated lease?

Yes! The Federal Government introduced a new policy in 2022 to encourage more businesses to add electric cars to their fleets. The benefits also apply to a novated lease. There's more details in the section on electric vehicles so take the time to find out more.

What is FBT?

You may not be an accountant, but you need to know about Fringe Benefits Tax and how it applies to a novated lease.

FBT applies to many non-cash benefits an employee gets from their employer, such as entertainment, living-away-from-home expenses, and the private use of a company-owned car.

The Australian Tax Office says that "a benefit" arises when a work vehicle is used for private travel by an employee.

You'll be using your novated lease vehicle for private trips (because that's what we do with cars) so you'll be getting "a benefit" which will attract FBT.

If you start talking about FBT everyone's either an expert, or an ostrich with their head in the sand. That's because the calculation sounds complicated and varied depending on the type of organisation you work in.

For the detail orientated people you can get the what, why and how from the ATO website.

Long running cars still on sale today	First year available
Toyota Landcruiser	1951
Nissan Patrol	1951
Toyota Corolla	1967
Toyota Hilux	1968
Nissan Pathfinder	1985
Mazda MX-5	1989
Toyota RAV4	1994



**MITSUBISHI
MOTORS**

Drive your Ambition

THE EV SUPERPOWER IS HERE



The Mitsubishi Outlander Plug-in Hybrid EV makes an impression but not an impact, with more power, class-leading all electric range* and your choice of energy to get you there. Charge anywhere, drive everywhere with twin motors for twice the fun, plus a feisty yet frugal hybrid petrol engine for longer journeys. Au revoir, range anxiety. Live outlandish with the Outlander Plug-in Hybrid EV. Powering the next generation of Australian adventures.

**LIVE
OUT
LAND
ISH**

**OUTLANDER
PLUG-IN
HYBRID EV**

AUSTRALIA'S FIRST

**10
YEARS**
NEW CAR
WARRANTY

**10
YEARS**
CAPPED PRICE
SERVICING

#Based on sample vehicle tested in accordance with ADR 81/02. Actual results will vary. Lithium-ion cells degrade over time, and any decrease in battery capacity will reduce electric range. *10 year/200,000km New Vehicle Warranty [whichever occurs and first when all regular services are completed at a Mitsubishi Dealership or Authorised PHEV Mitsubishi Dealer for PHEV vehicles]. Otherwise, 5 years from the date of first registration or 100,000km New Vehicle Warranty (whichever comes first) applies. ^10 Year/150,000km Capped Price Servicing [whichever occurs first]. Includes the first 10 regular services (at 15,000/12 month schedules intervals). Some items excluded or subject to separate warranty. PHEV main power (traction) battery is warranted for 8 years or 160,000km [whichever occurs first]. Any non-regular service/repair items are at an additional cost, servicing must be completed by a Mitsubishi Motors Dealer within 2,000kms or 2 months of the service due date. Valid from date of vehicle registration. Excludes Government, rental and National Business customers. ©Mitsubishi Motors Australia Limited. ABN 53 007 870 395

Optional accessories – *on a novated lease*

When you get a novated lease you can pick the car you really want and it's also the right time to make it look great with some accessories.

These days there's a long list of genuine accessories from the dealership which will be covered by the manufacturer's warranty and have been engineered specifically for your car. There'll also be a range of aftermarket options.

The great thing about including accessories in a lease is the way the cost is spread over the lease term. For example, an accessory that costs \$720 is only \$20 a month over three years. Then after tax, it's even less!

So, don't skimp on the accessories and load up your car with all the things that will make it practical and fun.

Metallic paint

The colour of your car is as important as the brand you choose. Don't skimp on this.

Interior

Go for leather. The smell. The feel. It's a small price to pay for luxury.

Roof racks

It's amazing how useful these can be. Think about the look as well as the practicality.

Window tint

It should be a standard feature. Not only does it look great it keeps your car cool.

Tyres

Stick to a quality brand or the manufacturer's recommendation. Remember - there's only one hand print between you and the road.

Safety pack

If you're buying a family car then tick every option. Even if you're not, the safety features hold their value when it's time to sell.

New wheels

Create a unique look with a different set of wheels.

Tow bar

If there's a chance you might tow something one day (or even use a bike rack), get it fitted at the start.

ROOF RACKS

INTERIOR

WINDOW TINT

METALLIC PAINT





PEUGEOT FLEET



THE RIGHT SOLUTION FOR YOUR BUSINESS

PEUGEOT Fleet offers professional and tailored solutions to suit your business size, budget and your unique industry. Choose from our highly respected range of commercial vans, large or compact passenger vehicles and robust SUVs, with the diverse line-up including 100% electric, plug-in hybrid, petrol and diesel engine options.

To find out more, visit your PEUGEOT dealership



Visit [peugeot.com.au/fleet.html](https://www.peugeot.com.au/fleet.html)

2024 top picks – *Editor's recommendations*

Australians are spoilt for choice when it comes to new vehicles. There's more than 500 models from 70 manufacturers on the market.

With more options available there is a lot to consider before buying a new car.

At Fleet News Group, our reviewers drive a lot of cars. They have put together a list of vehicle recommendations based on the different ways people use their cars.

Thinking about how you will use your car over the next three years is a

good place to start when considering a novated lease because we travel through stages in life; and the right car for each stage is important. It will also ensure you make the decision with your head instead of your heart.

COASTAL CRUISING - Toyota GR86 GTS



WHY

Our preference is the automatic which might seem unusual for a sports car. It makes the drive more enjoyable.

THE NUMBERS

ENGINE



2.4L 4 cylinder petrol

POWER/TORQUE



174kW/250Nm

TRANSMISSION



Automatic

FUEL ECONOMY



8.7 Litres/100km

SAFETY



Not available at time of publishing

ESCAPING THE CITY - Kia Sorento GT-Line AWD



WHY

You want room for those long trips away from the city. The Sorento gives you seven seats and the GT-Line has all the features you need.

THE NUMBERS

ENGINE



2.2L Turbo 4 cylinder diesel

POWER/TORQUE



148kW/440Nm

TRANSMISSION



Automatic

FUEL ECONOMY



6.1 Litres/100km

SAFETY



5 star ANCAP
★★★★★

FIRST NEW CAR - Hyundai Venue



WHY

A great value package with enough room for you and your friends to get around town.

THE NUMBERS

ENGINE



1.6L 4 cylinder petrol

POWER/TORQUE



90kW/151Nm

TRANSMISSION



Automatic

FUEL ECONOMY



7.2 Litres/100km

SAFETY



4 star ANCAP
★★★★

GROWING FAMILIES - Isuzu UTE MU-X LS-M



WHY

We love the 4X2 version of the MU-X because families need the space more than the off-road capability.

THE NUMBERS

ENGINE



3.0L Turbo 4 cylinder diesel

POWER/TORQUE



140kW/450Nm

TRANSMISSION



Automatic

FUEL ECONOMY



7.8 Litres/100km

SAFETY



5 star ANCAP
★★★★★

JUST FOR FUN - Toyota Supra GR GTS



WHY

This car puts a smile on your dial every trip. It's great to see the Supra legacy being passed to the next generation.

THE NUMBERS

ENGINE



3.0L Turbo 6 cylinder petrol

POWER/TORQUE



285kW/500Nm

TRANSMISSION



Automatic

FUEL ECONOMY



7.5 Litres/100km

SAFETY








Not available at time of publishing

2024 top picks – *Editor's recommendations*

PRACTICAL FOR WORK - Kia Cerato Sport+








WHY We love a good sedan and the Cerato Sport+ comes with the extra features you when the road is your office.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 2.0L 4 cylinder petrol	 112kW/192Nm	 Automatic	 7.4 Litres/100km	 5 star ANCAP ★★★★★

STARTING A FAMILY - Hyundai Kona








WHY It's a new model which is perfect for a new family. Modern styling and extra room in the rear seat and boot. Get the N Line so it doesn't look like a family car.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 2.0L 4 cylinder petrol	 110kW/180Nm	 Automatic	 6.6 Litres/100km	 4 star ANCAP ★★★★

URBAN CHIC - Toyota C-HR GXL








WHY The C-HR has always pushed the boundaries with styling and the new model looks great.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 1.8L 4 cylinder hybrid petrol	 115kW/190Nm	 Automatic	 Not available at time of publishing	 Not available at time of publishing

WEEKEND ADVENTURES - Isuzu UTE D-MAX X-Terrain








WHY It looks great and is more than capable off-road. We love that you get safety and style in the one package.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 3.0L Turbo 4 cylinder diesel	 140kW/450Nm	 Automatic	 8 Litres/100km	 5 star ANCAP ★★★★★

ELECTRIC - BMW iX1 xDrive30








WHY BMW has priced this model perfectly for a novated lease to give buyers some electric European luxury.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 Electric/Battery 64.7kWh	 200kW/494Nm	 Automatic	 18kWh/100km	 5 star ANCAP ★★★★★

HYBRID - Peugeot 308 GT Sport PHEV



WHY Why buy the same hybrid as everyone else. The 308 PHEV gives you 60km in EV mode for low emission commuting.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 1.6L Turbo 4 cylinder hybrid petrol	 132kW/250 Nm	 Automatic	 1.3 Litres/100km	 4 star ANCAP ★★★★

EXPLANATION OF HEADINGS

Make

The manufacturer of the vehicle.

Model

The model of the vehicle.

Variant

The specification within the model range.

Body Type

Describes the shape of the car.

Seats

How many people can fit in the car.

Fuel Type

The fuel used to power the vehicle.

Transmission

How you change the gears.

RRP

The manufacturer Recommended Retail Price

On Road Cost

The total cost to get the vehicle on the road in NSW including registration, stamp duty and dealer delivery. Also known as driveaway price.

Amount Financed (Novated Lease)

This is the amount you will borrow from the leasing company in your lease.

Residual Value

The amount that you will need to pay at the end of the lease term.

Monthly Rental including FBT

This is the monthly amount that you would pay before tax with a novated lease. It includes the finance component and a budget for all the vehicle's running costs. i.e. Fuel, maintenance, tyres, insurance, registration and Fringe Benefits Tax (FBT).

Estimated Annual Savings After Tax

This is the estimated financial benefit of a novated lease compared to owing and financing the car yourself from post-tax salary.

Annual FBT

This is the amount of FBT that's included in your novated lease monthly rental. Refer to pages 3 and 23 for more information on FBT.

COASTAL CRUISING



Make	Hyundai	MINI	Toyota	Volkswagen
Model	Sonata	Hatch	GR86	T-Roc
Variant	N Line DCT	John Cooper Works	GTS	R DSG 4MOTION
Body type*	Sedan	Hatchback	Coupe	Wagon
Seats	5	4	4	5
Fuel type	ULP	PULP	PULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$55,500	\$57,750	\$45,390	\$63,490
On road cost	\$58,437	\$62,199	\$47,638	\$66,651
Amount financed [†]	\$53,391	\$56,813	\$43,512	\$60,879
Residual value	\$16,438	\$17,496	\$13,400	\$18,749
Monthly rental inc. FBT	\$1,476	\$1,480	\$1,296	\$1,597
Annual savings after tax*	\$2,757	\$2,536	\$2,646	\$2,754
Annual FBT	\$11,100	\$11,850	\$9,078	\$12,698

ESCAPING THE CITY



Make	Audi	BMW	BMW	Ford
Model	Q3	2 Series	Z4	Ranger
Variant	40 TFSI Sportback	M235i Gran Coupe	M40i Steptronic	Wildtrak Double Cab
Body type*	Wagon	Sedan	Roadster	Utility
Seats	5	5	2	5
Fuel type	PULP	PULP	PULP	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$69,300	\$82,500	\$139,800	\$72,390
On road cost	\$72,927	\$86,787	\$146,777	\$76,171
Amount financed [†]	\$67,041	\$80,901	\$140,891	\$70,285
Residual value	\$20,514	\$24,413	\$41,288	\$21,427
Monthly rental inc. FBT	\$1,746	\$1,989	\$2,912	\$1,811
Annual savings after tax*	\$3,007	\$3,460	\$5,010	\$3,126
Annual FBT	\$13,860	\$16,500	\$27,960	\$14,478

ESCAPING THE CITY



Make	Genesis	Honda	Hyundai	Hyundai
Model	GV70	CR-V	Kona	Kona
Variant	2.5T 2WD	VTi AWD L	Highlander 2WD	Premium AWD N Line
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	PULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$70,500	\$51,300	\$38,300	\$46,500
On road cost	\$74,187	\$54,027	\$40,336	\$48,957
Amount financed†	\$68,301	\$49,363	\$36,854	\$44,729
Residual value	\$20,868	\$15,197	\$11,346	\$13,771
Monthly rental inc. FBT	\$1,809	\$1,384	\$1,088	\$1,304
Annual savings after tax*	\$3,194	\$2,638	\$2,229	\$2,606
Annual FBT	\$14,100	\$10,260	\$7,660	\$9,300

ESCAPING THE CITY



Make	Hyundai	Hyundai	Hyundai	Hyundai
Model	Palisade	Santa Fe	STARIA	Tucson
Variant	Calligraphy AWD	Highlander DCT	Highlander AWD	Highlander D-CT AWD
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	7	7	8	5
Fuel type	Diesel	Diesel	Diesel	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$80,900	\$66,550	\$67,000	\$52,650
On road cost	\$85,107	\$70,039	\$70,512	\$55,269
Amount financed†	\$79,221	\$64,153	\$64,626	\$50,483
Residual value	\$23,940	\$19,702	\$19,835	\$15,547
Monthly rental inc. FBT	\$1,950	\$1,625	\$1,686	\$1,385
Annual savings after tax*	\$3,361	\$2,680	\$2,903	\$2,557
Annual FBT	\$16,180	\$13,310	\$13,400	\$10,530

ESCAPING THE CITY



Make	Isuzu	Isuzu	Jeep	Kia
Model	D-MAX	MU-X	Compass	Carnival
Variant	LS-M Crew Cab	LS-T Rev-Tronic	Limited	SLi
Body type*	Utility	Wagon	Wagon	Wagon
Seats	5	7	5	8
Fuel type	Diesel	Diesel	ULP	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$55,300	\$67,400	\$47,700	\$59,780
On road cost	\$58,227	\$70,932	\$50,193	\$62,931
Amount financed†	\$53,199	\$65,046	\$45,856	\$57,496
Residual value	\$16,379	\$19,953	\$14,119	\$17,702
Monthly rental inc. FBT	\$1,470	\$1,697	\$1,377	\$1,512
Annual savings after tax*	\$2,742	\$2,923	\$2,836	\$2,636
Annual FBT	\$11,060	\$13,480	\$9,540	\$11,956

ESCAPING THE CITY



Make	Kia	Kia	Mazda	MINI
Model	Sorento	Sportage	CX-5	Countryman
Variant	GT-Line AWD	GT-Line DCT AWD	AWD Akera	John Cooper Works
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	7	5	5	5
Fuel type	Diesel	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$65,070	\$49,720	\$54,600	\$68,625
On road cost	\$68,485	\$52,368	\$57,492	\$72,218
Amount financed†	\$62,599	\$47,848	\$52,528	\$66,332
Residual value	\$19,264	\$14,731	\$16,172	\$20,314
Monthly rental inc. FBT	\$1,596	\$1,351	\$1,462	\$1,718
Annual savings after tax*	\$2,653	\$2,601	\$2,756	\$2,933
Annual FBT	\$13,014	\$9,944	\$10,920	\$13,725

ESCAPING THE CITY



Make	Mitsubishi	Mitsubishi	Nissan	Renault
Model	Outlander	Triton	Pathfinder	Arkana
Variant	Exceed AWD	GLX Double Cab 4X4	Ti 4WD	R.S. Line Coupe EDC
Body type*	Wagon	Utility	Wagon	Hatchback
Seats	7	5	8	5
Fuel type	ULP	Diesel	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$52,640	\$50,940	\$71,490	\$45,000
On road cost	\$55,434	\$53,649	\$75,226	\$47,237
Amount financed†	\$50,648	\$49,018	\$69,340	\$43,146
Residual value	\$15,593	\$15,091	\$21,161	\$13,287
Monthly rental inc. FBT	\$1,426	\$1,386	\$1,846	\$1,220
Annual savings after tax*	\$2,727	\$2,667	\$3,304	\$2,352
Annual FBT	\$10,528	\$10,188	\$14,298	\$9,000

ESCAPING THE CITY



Make	Subaru	Toyota	Toyota	Volkswagen
Model	Outback	Kluger	RAV4	Tiguan
Variant	AWD Touring CVT XT	Grande AWD	Cruiser 2WD	R DSG 4MOTION
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	7	5	5
Fuel type	PULP	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$55,990	\$75,650	\$48,910	\$73,790
On road cost	\$58,951	\$79,594	\$51,439	\$77,641
Amount financed†	\$53,861	\$73,708	\$46,992	\$71,755
Residual value	\$16,583	\$22,389	\$14,469	\$21,840
Monthly rental inc. FBT	\$1,507	\$1,882	\$1,305	\$1,849
Annual savings after tax*	\$2,853	\$3,290	\$2,462	\$3,225
Annual FBT	\$11,198	\$15,130	\$9,782	\$14,758

FIRST NEW CAR



Make	Hyundai	Hyundai	Kia	Kia
Model	i30	Venue	Cerato	Seltos
Variant	Active		S	S 2WD
Body type*	Sedan	Wagon	Hatchback	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$28,000	\$24,000	\$26,290	\$29,500
On road cost	\$29,727	\$25,607	\$27,965	\$31,272
Amount financed†	\$27,181	\$23,425	\$25,575	\$28,590
Residual value	\$8,362	\$7,203	\$7,866	\$8,796
Monthly rental inc. FBT	\$930	\$865	\$910	\$953
Annual savings after tax*	\$2,218	\$2,202	\$2,244	\$2,219
Annual FBT	\$5,600	\$4,800	\$5,258	\$5,900

FIRST NEW CAR



Make	Kia	MG	MINI	Mitsubishi
Model	Stonic	MG5	Hatch	ASX
Variant	S FWD	Essence	Cooper D-CT Classic	GS 2WD
Body type*	Wagon	Sedan	Hatchback	Wagon
Seats	5	5	4	5
Fuel type	ULP	ULP	PULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$23,790	\$28,990	\$39,225	\$26,740
On road cost	\$25,390	\$30,746	\$42,833	\$28,429
Amount financed†	\$23,227	\$28,111	\$39,131	\$25,998
Residual value	\$7,142	\$8,649	\$12,049	\$7,997
Monthly rental inc. FBT	\$849	\$932	\$1,115	\$923
Annual savings after tax*	\$2,146	\$2,165	\$2,189	\$2,269
Annual FBT	\$4,758	\$5,798	\$8,145	\$5,348

FIRST NEW CAR



Make	Peugeot	Toyota	Toyota	Volkswagen
Model	2008	Corolla	Yaris	Golf
Variant	GT	Ascent Sport	Ascent Sport	110TSI
Body type*	Wagon	Hatchback	Hatchback	Hatchback
Seats	5	5	5	5
Fuel type	PULP	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$43,397	\$29,610	\$24,800	\$36,290
On road cost	\$45,585	\$31,385	\$26,365	\$38,265
Amount financed†	\$41,640	\$28,693	\$24,110	\$34,966
Residual value	\$12,823	\$8,828	\$7,416	\$10,764
Monthly rental inc. FBT	\$1,205	\$933	\$815	\$1,044
Annual savings after tax*	\$2,392	\$2,129	\$1,944	\$2,169
Annual FBT	\$8,679	\$5,922	\$4,960	\$7,258

GROWING FAMILIES



Make	Ford	Honda	Hyundai	Hyundai
Model	Everest	CR-V	Palisade	Santa Fe
Variant	Trend RWD	VTi FWD X7	Elite AWD	
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	7	7	8	7
Fuel type	Diesel	ULP	Diesel	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$60,990	\$46,800	\$70,800	\$46,050
On road cost	\$64,201	\$49,266	\$74,502	\$48,493
Amount financed†	\$58,656	\$45,011	\$68,616	\$44,307
Residual value	\$18,059	\$13,858	\$20,957	\$13,641
Monthly rental inc. FBT	\$1,549	\$1,302	\$1,752	\$1,369
Annual savings after tax*	\$2,711	\$2,580	\$2,945	\$2,904
Annual FBT	\$12,198	\$9,360	\$14,160	\$9,210

GROWING FAMILIES



Make	Hyundai	Isuzu	Isuzu	Kia
Model	STARIA	D-MAX	MU-X	Carnival
Variant	2WD	SX Crew Cab 4x2	LS-M Rev-Tronic 4x2	Platinum
Body type*	Wagon	Utility	Wagon	Wagon
Seats	8	5	7	8
Fuel type	ULP	Diesel	Diesel	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$49,000	\$44,200	\$48,900	\$67,580
On road cost	\$51,532	\$46,588	\$51,429	\$71,121
Amount financed†	\$47,077	\$42,569	\$46,983	\$65,235
Residual value	\$14,495	\$13,105	\$14,466	\$20,006
Monthly rental inc. FBT	\$1,420	\$1,267	\$1,350	\$1,669
Annual savings after tax*	\$2,931	\$2,598	\$2,649	\$2,798
Annual FBT	\$9,800	\$8,840	\$9,780	\$13,516

GROWING FAMILIES



Make	Kia	Kia	LDV	Mazda
Model	Carnival	Sorento	MIFA	BT-50
Variant	S	S	Mode	XT
Body type*	Wagon	Wagon	Wagon	Utility
Seats	8	7	7	5
Fuel type	ULP	ULP	ULP	Diesel
Transmission	Automatic	Automatic	Automatic	Manual
Recommended retail price	\$47,480	\$47,650	\$53,990	\$52,580
On road cost	\$49,966	\$50,141	\$56,851	\$55,371
Amount financed†	\$45,650	\$45,809	\$51,943	\$50,591
Residual value	\$14,055	\$14,104	\$15,992	\$15,575
Monthly rental inc. FBT	\$1,371	\$1,377	\$1,480	\$1,415
Annual savings after tax*	\$2,822	\$2,836	\$2,865	\$2,685
Annual FBT	\$9,496	\$9,530	\$10,798	\$10,516

GROWING FAMILIES



Make	Mazda	Mitsubishi	Mitsubishi	Nissan
Model	CX-5	Outlander	Pajero Sport	Navara
Variant	AWD Touring Active	LS 2WD	GLS 4x2	ST 4x2
Body type*	Wagon	Wagon	Wagon	Utility
Seats	5	7	7	5
Fuel type	Diesel	ULP	Diesel	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$47,600	\$41,240	\$49,190	\$47,955
On road cost	\$50,090	\$43,539	\$51,727	\$50,455
Amount financed†	\$45,762	\$39,790	\$47,255	\$46,096
Residual value	\$14,090	\$12,247	\$14,551	\$14,193
Monthly rental inc. FBT	\$1,276	\$1,215	\$1,360	\$1,329
Annual savings after tax*	\$2,422	\$2,570	\$2,672	\$2,619
Annual FBT	\$9,520	\$8,248	\$9,838	\$9,591

GROWING FAMILIES



Make	Nissan	Toyota	Toyota	Toyota
Model	X-TRAIL	Fortuner	Granvia	Hilux
Variant	Ti X-tronic 4WD	Crusade		SR5 Double Cab
Body type*	Wagon	Wagon	Wagon	Utility
Seats	5	7	8	5
Fuel type	ULP	Diesel	Diesel	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$50,490	\$66,755	\$69,940	\$62,490
On road cost	\$53,176	\$70,254	\$73,827	\$65,776
Amount financed†	\$48,586	\$64,369	\$67,941	\$60,095
Residual value	\$14,958	\$19,762	\$20,767	\$18,502
Monthly rental inc. FBT	\$1,380	\$1,699	\$1,809	\$1,628
Annual savings after tax*	\$2,671	\$2,973	\$3,229	\$2,946
Annual FBT	\$10,098	\$13,351	\$13,988	\$12,498

GROWING FAMILIES



Make	Toyota	Toyota	Volkswagen	Volkswagen
Model	Kluger	Landcruiser Prado	Golf	Tiguan
Variant	GX 2WD	GXL	110TSI Life	132TSI Life DSG
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	7	7	5	7
Fuel type	ULP	Diesel	PULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$51,790	\$69,530	\$40,590	\$49,990
On road cost	\$54,541	\$73,168	\$42,694	\$52,651
Amount financed†	\$49,833	\$67,282	\$39,004	\$48,106
Residual value	\$15,342	\$20,582	\$12,010	\$14,810
Monthly rental inc. FBT	\$1,416	\$1,776	\$1,120	\$1,399
Annual savings after tax*	\$2,738	\$3,119	\$2,217	\$2,782
Annual FBT	\$10,358	\$13,906	\$8,118	\$9,998

JUST FOR FUN



Make	Fiat	Ford	Honda	Jeep
Model	500	Ranger	Civic	Gladiator
Variant	Dolcevita Dualogic	Raptor Double Cab	Type R	Rubicon
Body type*	Hatchback	Utility	Hatchback	Utility
Seats	4	5	4	5
Fuel type	PULP	PULP	PULP	ULP
Transmission	Automatic	Automatic	Manual	Automatic
Recommended retail price	\$27,220	\$87,990	\$72,600	\$87,250
On road cost	\$28,826	\$92,551	\$76,217	\$91,774
Amount financed [‡]	\$26,352	\$86,665	\$70,331	\$85,888
Residual value	\$8,108	\$26,034	\$21,439	\$25,816
Monthly rental inc. FBT	\$851	\$2,193	\$1,810	\$2,202
Annual savings after tax*	\$1,943	\$4,089	\$3,110	\$4,153
Annual FBT	\$5,444	\$17,598	\$14,520	\$17,450

JUST FOR FUN



Make	MINI	Nissan	Toyota	Toyota
Model	Convertible	Z	Corolla	GR86
Variant	Cooper D-CT Classic		GR-FOUR GTS	GTS
Body type*	Convertible	Coupe	Hatchback	Coupe
Seats	4	2	5	4
Fuel type	PULP	PULP	PULP	PULP
Transmission	Automatic	Automatic	Manual	Manual
Recommended retail price	\$51,000	\$73,300	\$64,190	\$45,390
On road cost	\$53,537	\$77,127	\$67,386	\$47,638
Amount financed [‡]	\$48,900	\$71,241	\$61,551	\$43,512
Residual value	\$15,059	\$21,695	\$18,955	\$13,400
Monthly rental inc. FBT	\$1,326	\$1,864	\$1,653	\$1,314
Annual savings after tax*	\$2,416	\$3,309	\$2,944	\$2,720
Annual FBT	\$10,200	\$14,660	\$12,838	\$9,078

JUST FOR FUN



Make	Toyota	Toyota	Volkswagen	Volkswagen
Model	Supra	Yaris	California	Golf
Variant	GR GT	GR-FOUR	Beach TDI450 SWB	R DSG 4MOTION
Body type*	Coupe	Hatchback	Wagon	Hatchback
Seats	2	4	5	5
Fuel type	ULP	PULP	Diesel	PULP
Transmission	Manual	Manual	Automatic	Automatic
Recommended retail price	\$87,380	\$51,390	\$103,790	\$77,490
On road cost	\$91,736	\$53,946	\$109,141	\$81,352
Amount financed [‡]	\$85,850	\$49,274	\$103,255	\$75,160
Residual value	\$25,805	\$15,175	\$30,701	\$22,884
Monthly rental inc. FBT	\$2,099	\$1,407	\$2,234	\$1,901
Annual savings after tax*	\$3,720	\$2,726	\$3,631	\$2,974
Annual FBT	\$17,476	\$10,278	\$20,758	\$15,498

PRACTICAL FOR WORK



Make	Hyundai	Hyundai	Isuzu	Kia
Model	i30	Tucson	D-MAX	Cerato
Variant		Elite 2WD	SX Crew Cab	Sport+
Body type*	Sedan	Wagon	Utility	Sedan
Seats	5	5	5	5
Fuel type	ULP	ULP	Diesel	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$29,000	\$40,150	\$50,200	\$31,740
On road cost	\$30,757	\$42,241	\$52,872	\$33,579
Amount financed†	\$28,120	\$38,591	\$48,308	\$30,693
Residual value	\$8,651	\$11,882	\$14,872	\$9,445
Monthly rental inc. FBT	\$924	\$1,167	\$1,353	\$1,005
Annual savings after tax*	\$2,132	\$2,441	\$2,577	\$2,294
Annual FBT	\$5,800	\$8,030	\$10,040	\$6,348

PRACTICAL FOR WORK



Make	Kia	Kia	Kia	Nissan
Model	Seltos	Sportage	Stonic	QASHQAI
Variant	Sport+ 2WD	SX+ FWD	Sport FWD	ST X-tronic
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$35,800	\$41,850	\$26,790	\$33,890
On road cost	\$37,761	\$44,167	\$28,480	\$35,793
Amount financed†	\$34,506	\$40,362	\$26,045	\$32,712
Residual value	\$10,622	\$12,424	\$8,011	\$10,068
Monthly rental inc. FBT	\$1,062	\$1,236	\$901	\$1,009
Annual savings after tax*	\$2,277	\$2,617	\$2,174	\$2,177
Annual FBT	\$7,160	\$8,370	\$5,358	\$6,778

PRACTICAL FOR WORK



Make	Toyota	Toyota	Toyota	Toyota
Model	Corolla Cross	Hilux	RAV4	Yaris Cross
Variant	GXL 2WD	SR Double Cab	GXL 2WD	GXL 2WD
Body type*	Wagon	Utility	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	Diesel	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$37,730	\$54,605	\$43,310	\$31,000
On road cost	\$39,748	\$57,497	\$45,671	\$32,751
Amount financed†	\$36,318	\$52,533	\$41,734	\$29,932
Residual value	\$11,181	\$16,173	\$12,847	\$9,212
Monthly rental inc. FBT	\$1,073	\$1,489	\$1,208	\$935
Annual savings after tax*	\$2,203	\$2,863	\$2,411	\$2,050
Annual FBT	\$7,546	\$10,921	\$8,662	\$6,200

STARTING A FAMILY



Make	Ford	Hyundai	Hyundai	Hyundai
Model	Puma	Kona	Santa Fe	Tucson
Variant	DCT	Premium 2WD	Active	Elite D-CT AWD
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	7	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$30,840	\$39,500	\$50,250	\$44,150
On road cost	\$32,652	\$41,572	\$52,924	\$46,361
Amount financed [†]	\$29,848	\$37,981	\$48,356	\$42,347
Residual value	\$9,185	\$11,694	\$14,887	\$13,041
Monthly rental inc. FBT	\$936	\$1,119	\$1,444	\$1,235
Annual savings after tax*	\$2,066	\$2,282	\$2,950	\$2,469
Annual FBT	\$6,168	\$7,900	\$10,050	\$8,830

STARTING A FAMILY



Make	Kia	Kia	Mazda	Mazda
Model	Seltos	Sportage	CX-3	CX-5
Variant	Sport+ AWD	S FWD	Neo FWD Sport	FWD Maxx
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$39,300	\$34,795	\$25,510	\$36,110
On road cost	\$41,366	\$36,900	\$27,162	\$38,255
Amount financed [†]	\$37,793	\$33,737	\$24,843	\$34,972
Residual value	\$11,636	\$10,380	\$7,640	\$10,761
Monthly rental inc. FBT	\$1,136	\$1,093	\$868	\$1,085
Annual savings after tax*	\$2,363	\$2,466	\$2,121	\$2,354
Annual FBT	\$7,860	\$6,959	\$5,102	\$7,222

STARTING A FAMILY



Make	MG	MG	Mitsubishi	Nissan
Model	HS	ZST	Eclipse Cross	QASHQAI
Variant	Excite DCT FWD	Excite	ES 2WD	Ti X-tronic
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	PULP	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$33,990	\$30,990	\$31,490	\$47,390
On road cost	\$36,071	\$32,806	\$33,321	\$49,873
Amount financed [†]	\$32,981	\$29,989	\$30,458	\$45,565
Residual value	\$10,146	\$9,228	\$9,373	\$14,029
Monthly rental inc. FBT	\$1,059	\$984	\$997	\$1,282
Annual savings after tax*	\$2,376	\$2,254	\$2,279	\$2,461
Annual FBT	\$6,798	\$6,198	\$6,298	\$9,478

STARTING A FAMILY



Make	Renault	Subaru	Toyota	Toyota
Model	Koleos	Crosstrek	Corolla Cross	RAV4
Variant	Life X-tronic	2.0L Lineartronic AWD	Atmos 2WD	GX 2WD
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$37,500	\$34,990	\$44,530	\$39,760
On road cost	\$39,687	\$36,926	\$46,752	\$42,014
Amount financed†	\$36,277	\$33,745	\$42,704	\$38,400
Residual value	\$11,163	\$10,387	\$13,151	\$11,818
Monthly rental inc. FBT	\$1,139	\$1,056	\$1,212	\$1,127
Annual savings after tax*	\$2,491	\$2,303	\$2,348	\$2,296
Annual FBT	\$7,500	\$6,998	\$8,906	\$7,952

URBAN CHIC



Make	Audi	BMW	Hyundai	Hyundai
Model	Q2	X2	Tucson	Venue
Variant	35 TFSI S tronic	sDrive18i Coupe DCT	N Line 2WD	Elite
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	PULP	PULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$48,600	\$53,500	\$39,150	\$28,750
On road cost	\$50,945	\$56,162	\$41,211	\$30,499
Amount financed†	\$46,526	\$51,298	\$37,652	\$27,885
Residual value	\$14,330	\$15,798	\$11,592	\$8,579
Monthly rental inc. FBT	\$1,262	\$1,378	\$1,150	\$948
Annual savings after tax*	\$2,303	\$2,475	\$2,432	\$2,246
Annual FBT	\$9,720	\$10,700	\$7,830	\$5,750

URBAN CHIC



Make	Kia	Kia	Kia	Mercedes-Benz
Model	Cerato	Seltos	Stonic	GLA-Class
Variant	GT DCT	GT-Line AWD	GT-Line DCT FWD	GLA200 DCT
Body type*	Hatchback	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$36,390	\$44,900	\$30,790	\$63,200
On road cost	\$38,368	\$47,134	\$32,600	\$66,522
Amount financed†	\$35,060	\$43,052	\$29,801	\$60,776
Residual value	\$10,793	\$13,258	\$9,170	\$18,712
Monthly rental inc. FBT	\$1,070	\$1,253	\$938	\$1,565
Annual savings after tax*	\$2,274	\$2,496	\$2,078	\$2,639
Annual FBT	\$7,278	\$8,980	\$6,158	\$12,640

URBAN CHIC



Make	Mercedes-Benz	Mitsubishi	Mitsubishi	Toyota
Model	GLB-Class	ASX	Eclipse Cross	C-HR
Variant	GLB250 DCT 4MATIC	Exceed 2WD	Exceed AWD	GXL S-CVT 2WD
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	7	5	5	5
Fuel type	PULP	ULP	ULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$80,569	\$35,240	\$42,990	\$31,715
On road cost	\$84,759	\$37,184	\$45,341	\$33,553
Amount financed†	\$78,873	\$33,980	\$41,433	\$30,670
Residual value	\$23,842	\$10,459	\$12,754	\$9,438
Monthly rental inc. FBT	\$1,953	\$1,077	\$1,246	\$984
Annual savings after tax*	\$3,389	\$2,375	\$2,586	\$2,211
Annual FBT	\$16,113	\$7,048	\$8,598	\$6,343

WEEKEND ADVENTURES



Make	Ford	Ford	GWM	Isuzu
Model	Everest	Ranger	Ute	D-MAX
Variant	Wildtrak 4WD	Wildtrak Double Cab	Cannon XSR	LS-U Crew Cab
Body type*	Wagon	Utility	Utility	Utility
Seats	7	5	5	5
Fuel type	Diesel	Diesel	Diesel	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$73,090	\$68,490	\$52,990	\$61,000
On road cost	\$76,906	\$72,076	\$55,801	\$64,212
Amount financed†	\$71,020	\$66,190	\$50,984	\$58,666
Residual value	\$21,633	\$20,275	\$15,696	\$18,062
Monthly rental inc. FBT	\$1,827	\$1,705	\$1,464	\$1,571
Annual savings after tax*	\$3,163	\$2,889	\$2,863	\$2,802
Annual FBT	\$14,618	\$13,698	\$10,598	\$12,200

WEEKEND ADVENTURES



Make	Isuzu	Isuzu	Jeep	Mazda
Model	D-MAX	MU-X	Wrangler	BT-50
Variant	X-TERRAIN Crew Cab	LS-U Rev-Tronic	Unlimited Night Eagle	XTR LE
Body type*	Utility	Wagon	Hardtop	Utility
Seats	5	7	5	5
Fuel type	Diesel	Diesel	ULP	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$67,500	\$61,400	\$81,450	\$64,295
On road cost	\$71,037	\$64,632	\$85,684	\$67,671
Amount financed†	\$65,151	\$59,050	\$79,798	\$61,826
Residual value	\$19,982	\$18,180	\$24,103	\$19,036
Monthly rental inc. FBT	\$1,691	\$1,586	\$2,020	\$1,629
Annual savings after tax*	\$2,892	\$2,839	\$3,632	\$2,837
Annual FBT	\$13,500	\$12,280	\$16,290	\$12,859

WEEKEND ADVENTURES



Make	Mitsubishi	Mitsubishi	Mitsubishi	Nissan
Model	Pajero Sport	Triton	Triton	Navara
Variant	Exceed	GLX Double Cab 4x2	GSR Double Cab 4X4	PRO-4X Warrior
Body type*	Wagon	Utility	Utility	Utility
Seats	7	5	5	5
Fuel type	Diesel	Diesel	Diesel	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$60,690	\$43,690	\$63,840	\$70,765
On road cost	\$63,886	\$46,062	\$67,194	\$74,465
Amount financed†	\$58,369	\$42,090	\$61,390	\$68,579
Residual value	\$17,971	\$12,957	\$18,901	\$20,947
Monthly rental inc. FBT	\$1,565	\$1,253	\$1,614	\$1,772
Annual savings after tax*	\$2,799	\$2,572	\$2,803	\$3,026
Annual FBT	\$12,138	\$8,738	\$12,768	\$14,153

WEEKEND ADVENTURES



Make	Toyota	Toyota	Toyota	Volkswagen
Model	Fortuner	Hilux	Landcruiser Prado	Amarok
Variant	GXL	GR Sport Double Cab	GX	TDI600 4MOTION
Body type*	Wagon	Utility	Wagon	Utility
Seats	7	5	5	5
Fuel type	Diesel	Diesel	Diesel	Diesel
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$58,895	\$73,990	\$62,830	\$79,990
On road cost	\$62,001	\$77,851	\$66,133	\$84,151
Amount financed†	\$56,647	\$71,965	\$60,421	\$78,265
Residual value	\$17,441	\$21,899	\$18,603	\$23,671
Monthly rental inc. FBT	\$1,556	\$1,869	\$1,634	\$1,960
Annual savings after tax*	\$2,875	\$3,300	\$2,950	\$3,440
Annual FBT	\$11,779	\$14,798	\$12,566	\$15,998

Fleet Industry Podcasts

Listen to key fleet industry insights on the go

[LISTEN NOW](#)





Fleet
NEWS GROUP

Car Leasing Guide 2024

Electric Vehicles





Now even more rewarding.

The all-electric IONIQ fleet. Tomorrow looks good.

We're rewarding our fleet partners on their journey to zero driving emissions with **zero-delivery fees*** on IONIQ 5 & 6 fleet orders.

Enquire today on IONIQ 5 & 6 stock now available for immediate delivery.

**Start your IONIQ fleet transformation
at Hyundai.com.au/fleet**



*Offer is only applicable to IONIQ 5 & 6 fleet orders (not applicable to IONIQ 5N). This offer ends December 2024. Hyundai reserves the right to change, supersede or extend these offers at its discretion. See your participating Hyundai dealer for details.

Electric Vehicles – *and hybrids*

What does an electric car drive like?

They are lots of fun. Acceleration is great. The ride is smooth and quiet. It does take a few trips to adjust your driving style because of the regenerative braking. Once you've driven one you'll start planning the changeover from your petrol/diesel car because they are so good.

FBT – what's all the fuss?

Fringe Benefits Tax has been around as long as novated leasing. It's something that causes confusion and frustration due to its complexity, and often scares people away from the financial benefits of salary packaging. Put simply, in a novated lease you'll pay 20% of the car's purchase price as FBT each year. Even with this added expense, most people still save money with a novated lease compared to buying a car with cash.

In 2022 everything changed for FBT and electric cars. The Federal Government introduced the Electric Car Discount bill which provides an exemption on FBT for electric vehicles (EVs) and plug-in hybrid vehicles (PHEVs). This means you do not need to pay 20% of the purchase price each year as FBT if you purchase an EV or PHEV in your novated lease. The FBT is still reportable (which may have implications for some people), but it's no longer a financial cost.

This makes electric cars accessible to more people via novated leasing

because the monthly cost is significantly reduced. As a result, demand for electric vehicles has dramatically increased.

You don't need to be an expert in FBT to understand the benefits. Just look through the pages of this guide to compare one of several models that are available as petrol or electric. You'll see a significant difference in the purchase price with a small difference in monthly rental. Or compare the monthly rental of a petrol powered car and an electric car with a similar purchase price.

Electric Car Discount Bill

This is the legislation introduced by the Labour Federal Government in 2022 to make low emission cars exempt from Fringe Benefit Tax (FBT). It applies to electric vehicles (EV) and plug-in hybrids (PHEV). It is meant to encourage companies to adopt more electric vehicles into their fleets.

It also applies to novated leases which means you don't need to pay FBT if you salary package an EV or PHEV. This can save you thousands of dollars and if you plan to make your next car electric.

For example, if you lease a Hyundai Kona Highlander petrol model, you'll pay \$7,660 in FBT. If you lease the electric model, you pay zero FBT. Like all Government policies, there is some fine print so make sure you ask some more questions when getting a quote.

Can an EV tow a boat or caravan?

Yes, the Hyundai IONIQ 5 and the Kia EV6 have a towing capacity of 1,600 kg when using trailer brakes. Not all electric vehicles are designed to tow trailers though technology is improving each year and each generation of EVs gets more capable. And just like a petrol or diesel car, the more load you carry the more fuel you burn.



Australian sales of Electric Vehicles in 2023

Sales Rank	EV Models	Battery Size***	Estimated Range**	Efficiency**	EV Sales 2023*
1	Tesla Model Y	75 kWh	435km	17.2 kWh/100km	28,769
2	Tesla Model 3	75 kWh	505km	14.9 kWh/100km	17,347
3	BYD Atto 3	60.5 kWh	330km	18.3 kWh/100km	11,042
4	MG MG4	77 kWh	425km	17.5 kWh/100km	3,134
5	Volvo XC40 recharge	79 kWh	385km	20.5 kWh/100km	2,846
6	MG ZS EV	68.3 kWh	370km	18.5 kWh/100km	2,797
7	Polestar 2	79 kWh	450km	17.6 kWh/100km	2,463
8	Kia EV6	74 kWh	400km	18.5 kWh/100km	1,831
9	Mercedes-Benz EQA	70.5 kWh	430km	16.4 kWh/100km	1,196
10	Volvo C40 recharge	79 kWh	400km	19.8 kWh/100km	1,103

*Source – Carloop **Source - <https://ev-database.org/> + Long range dual motor where available

Fancy a nice new electric vehicle?



Take advantage of tax concessions on eligible EVs and pay for the car and its running costs with your pre-tax salary under a Novated Lease from Paywise.



Finance



Insurance



Power



Registration



Servicing



Tyres



Request a quote

1300 132 532

cars@paywise.com.au

paywise.com.au



Hybrids – *A stepping stone to an electric car*

Hybrids have been around since the nineties however it's only recently that new car buyers realised the benefits of lower fuel consumption and reduced CO₂ emissions. If you're not ready for an electric car, a hybrid is the next best thing while pump prices continue to remain high.



A hybrid uses both petrol and electric motors to provide power to the wheels. There is a battery to power the electric motor which is charged by the petrol engine when not being used. The engine management system decides when to use the electric motor (normally at low speeds or when accelerating) and when to use the petrol motor.

You still fill the car with petrol and there's no need to charge the battery separately. The range isn't limited like an EV because you fill up at any petrol station which makes it perfect for driving holidays, or families with lots of weekday activities.

By combining the two technologies (petrol and electric), a hybrid system delivers lower fuel consumption to save you money which is the main reason people choose a hybrid car or SUV for their novated lease.

Plug-in hybrids (PHEV) – How do they work?

A Plug-in Hybrid Vehicle (PHEV) looks complicated because it has an external charging port similar to an electric car. However, it's more like a traditional vehicle which can be filled with petrol and driven like a petrol powered car. They do come with a battery that is recharged by the petrol engine while driving, or it can be recharged by plugging it into a power point.

What makes a PHEV different to a traditional hybrid is the larger battery size, and the ability to charge it externally. The larger battery lets you drive longer

in EV mode which improves the driving experience and reduces CO₂ emissions on your daily commute.

The size of PHEV batteries has been increasing and the latest generation Mitsubishi Outlander can now drive more than 80 kilometres when fully charged. If you're like most people, this will allow you to drive to work and back in EV mode and then recharge overnight using off-peak power. It will give you an electric vehicle ownership experience with

the flexibility of a petrol tank when you want to take a longer trip.

If you don't charge the battery externally, the petrol engine will charge the battery when it has spare capacity. The engine management system will also use regenerative braking to return energy to the battery when you slow down. This is how a traditional hybrid car works to achieve lower fuel consumption than a non-hybrid car which saves you money at the pump. And PHEVs give you the same benefit.



EV v ICE – novated leasing levels the playing field

Novated leasing has always been a great way to own a new car without needing to save a large amount of cash to make the purchase. Now electric vehicles, thanks to the Electric Car Discount Bill which gives EVs and PHEVs an exemption from FBT, make more sense in a salary packaging arrangement despite the high purchase price.

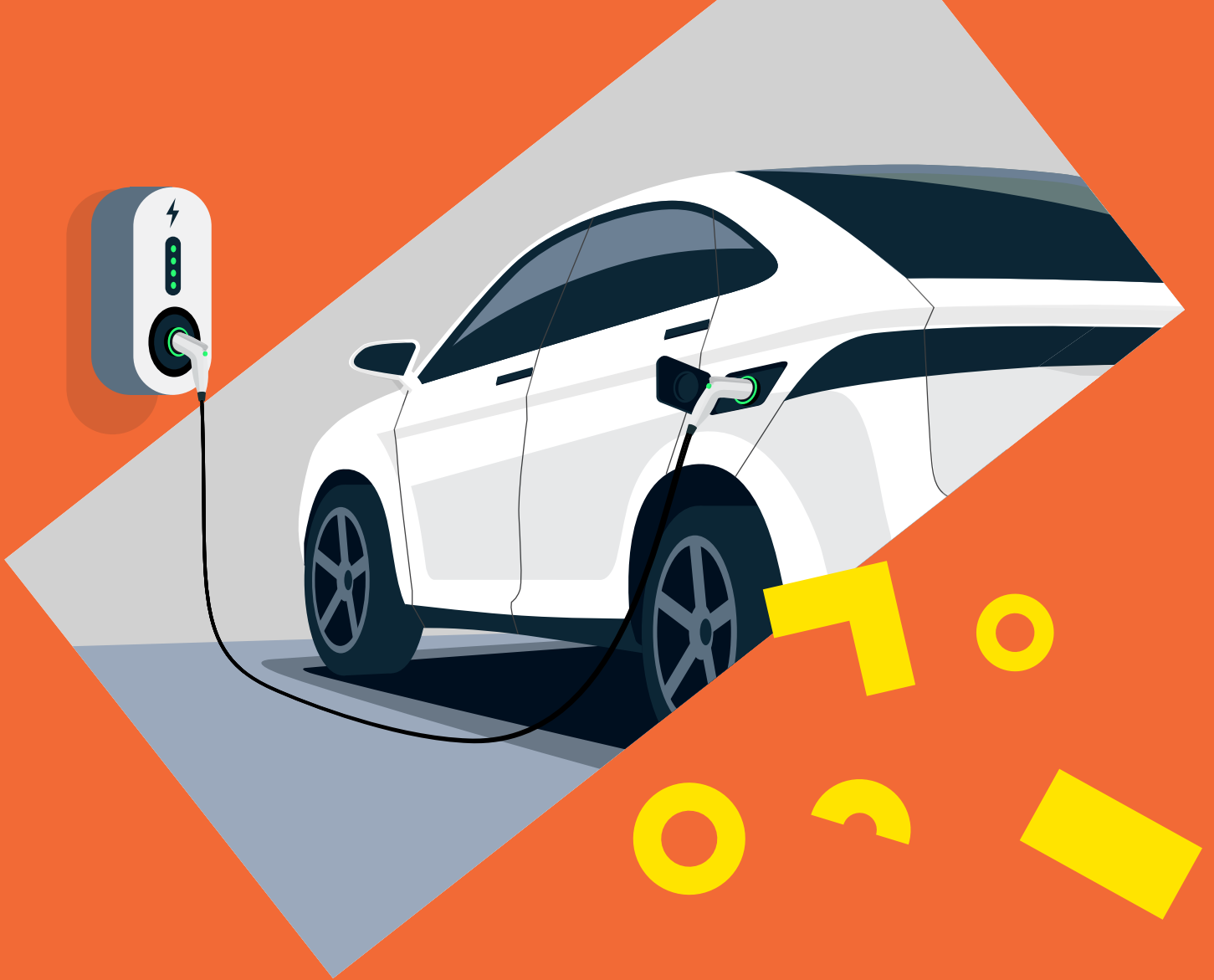
Electric and PHEVs have been made exempt from FBT by the Federal Government to encourage fast adoption and to help reduce the carbon emissions from transport. The FBT is a huge component of a novated lease repayment so without it, the savings are significant.

In the table below you can see the significant difference in Manufacturer's List Price for the petrol version of the Peugeot 2008 SUV compared to the electric e-2008. This is the number one reason people don't consider purchasing an electric vehicle when looking for a new car.

When comparing the Peugeot e-2008 to the petrol 2008 in a novated lease, the higher purchase price of an electric vehicle is no longer a factor in the consideration of which powertrain to buy because the Out of Pocket cost is lower when there's no FBT to pay. This is making electric cars more accessible to more people and helping employees reduce their environmental footprint.

	Recommended Retail Price	Out of Pocket (fortnightly)	Estimated Savings (Over 5 years)
Peugeot 2008	\$43,397	\$575	\$14,489
Peugeot e-2008	\$59,990	\$477	\$32,643

Based on a novated lease quote from Paywise in September 2023. (Annual salary \$95k, 15,000km per annum, 5 year novated lease)



Electric vehicle (EV) solutions to drive your business forward

Our end-to-end EV services can help your organisation, people and customers make the shift to lower emissions transport through:

- EV transition planning and change management support
- Operating lease EV transition programs
- EV subscription salary packaging for employees
- Flexible business EV subscription plans
- Fleet EV charging management and billing solutions
- EV charger installation for businesses and homes

To book a free consultation with our experts, email 360EV@origin.com.au or find out more at origin.com.au/ev



EV Subscription – *What is it?*

A growing number of Australians are making the shift to electric vehicles (EVs), driven by various factors including government incentives, escalating fossil fuel costs, a sway to greener commuting, and increased EV model availability. In addition, traditional ownership is slowly being superseded by leasing or subscription models. Prompting the question: **What are the differences and what's the best way for businesses to get into the driver's seat of an EV?**

What is subscription?

Origin Energy introduced subscriptions in early 2023, offering flexibility for those interested in EVs without the commitment of a loan or lease. The model provides short-term month-to-month plans, ideal for those looking to test an EV for personal or professional reasons.

Origin 360 EV offers salary sacrifice subscriptions for employees and Origin 360 EV Flex, a subscription package for businesses.

Tailored plans for businesses

Businesses interested in incorporating EVs into their operations can subscribe to Origin's subscription plan. The Origin 360 EV Flex Plan offers a tailored approach, allowing businesses to explore EV adoption at different commitment levels. Businesses contemplating an EV transition will find this plan ideal, as it offers a wide selection of vehicles, customisable monthly plans, and an all-in-one complete solution.

EV subscription salary packaging

In addition to attracting and retaining talent, Origin 360 EV salary packaging is a great business sustainability initiative as well. With a simple monthly salary package deduction, employers can provide employees with easier and more affordable access to EVs.



Isn't that the same as novated lease?

Yes, and no. A novated lease and an EV subscription can reduce an employee's taxable income meaning they may pay less tax on their income. Both are a cost-effective way for an employee to drive an EV.

How are they different?

Origin 360 EV subscription is a modern and flexible alternative to traditional novated leases.

Origin 360 EV is dedicated to helping Australians switch to EVs. Their products and services range from home charging solutions to business leasing, subscriptions, and car sharing.

To find out more visit, originenergy.com.au/electric-vehicles

Novated Lease Versus Origin 360 EV Subscription

Novated Lease

Personalise your ride. Novated lease includes most cars your own, new, used and EV cars. Plus, the option to add accessories.

Expect:

- Long-term fixed contract
- Finance application
- Credit assessment
- Set up fees
- Range of cars
- Cancellation fees
- Pay out the residual value
- No car swap option
- Purchase option at end of lease>

Origin 360 EV Subscription

Get a taste of EV life without commitment. Subscription is like novated lease but flexible.

Enjoy the flexibility of:

- No lock-in contract
- No loan liability
- No credit assessment
- No exit fees
- Month-to-month plan
- Range of EVs to choose
- Car swap, upgrade or purchase[^]
- 30 days' notice return^{*}
- 15% discount every 12 months[#]

The discount will be applied on the anniversary of the delivery of the vehicle and the subscription fee will be adjusted. The fee discount will reset when switching to a different vehicle

* At least 30 days' notice required. Pending vehicle availability. Depending on the return date, there may be a credit or debit adjustment to pay deductions.

[^] Customers can make an offer to purchase the vehicle after 3, 4 or 5 years. The 3 year period is counted from your subscription start date, or the date of latest car swap, whichever is more recent.

> Each Novated Lease companies' terms, fees and charges differ, it is recommended to check their T&C

All content provided is general and has not considered your objectives, financial situation or needs. Origin recommends that you seek your own independent legal, financial and tax advice when making any decisions in respect of the appropriateness of salary packaging for your circumstances.

Electrify Your Fleet.

Kia EV6 & EV9



Movement that inspires

EV charging – *Everything you need to know*

If there's a power point where you regularly park your car, you're ready for an EV. It may not be the fastest way to charge an electric car, but it's the simplest (and cheapest) method to use when your car is parked for 8-12 hours overnight.

For a quicker charge at home, you can install a Level 2 slow charger that will give you 7kW and significantly reduce your charging time. This is suitable for most EV owners and can be installed without a significant cost in most dwellings. A 22kW Level 2 fast charger is another option at home if you have access to three-phase power.

Before you decide on the best charging solution for your new EV, you should take some time to understand your driving patterns. For someone that travels a short distance to work and parks in the same spot every night, a Level 1 charger will do the job. If you travel 100km or more each day, a Level 2 fast charger at home might be the best solution.

It's important to remember that bigger is not always better with EV charging. Fast chargers may be quicker, but they cost more and could have a long term impact on the battery's condition over the long term. All the experts recommend to charge slowly when possible.

Public networks are the other option for EV charging and there are more

locations being added every month. In most shopping centres you'll find a free 22kW charger but be prepared to wait. For a fast charge you'll need to pay for anything more than 50kW. Payments are quick and easy via an app though you might end up with several apps on your phone until you work out which location suits your routine.

Ev charging – should I use a public charging network or charge at home?

It can take several months to develop a charging routine when your new EV arrives. The easiest way to charge is

with an EV charger installed at home so you can charge it whenever you're parked in the driveway. But what if you don't have access to a driveway? Then you'll need to rely on public charging networks which are perfect for EV owners with a novated lease.

The thought of using a public charging network might send shivers down your spine after hearing the horror stories from the early days. Though times have changed. Once it became clear that electric vehicles weren't going away, governments started building, and funding, charging stations in shopping centres and other key locations. This has improved the public charging experience and created larger, more reliable networks.

Now, there are several types of public chargers. The free ones are good for a top up and most people start with these until they work out their routine. However, they are normally busy with caps on the charging speed and capacity so it will be hard to achieve a full charge. After a few months most EV owners work out a charging routine that involves free top ups when available, and fast charging using a public network to get a full battery.






If you want fast public charging (50kW or more), you will need to pay. How much you pay will vary by supplier, charging speed and location. In 2023 the average cost for a 50kW charging was \$0.50 per kilowatt and the faster the charger, the more you pay.

However with a novated lease, your actual cost isn't \$0.50 per kWh. The GST is claimed by the provider of novated leasing which reduces the cost to approximately \$0.45. Then when you pay with pre-tax contributions, the cost per kWh is reduced depending on your income. For someone earning between \$45,001 and \$120,000 per annum (FY23/24), the cost will reduce to approximately \$0.30 per kWh which is similar to the price you pay at home.

So while public networks might not be part of your initial EV charging plan, the cost and convenience might work out better than installing an EV charger at home.



Electric Vehicle Charging Levels and Range Table

 Levels	 Power	 Charge Time	 Range Added	 Typical Application
Level 1 Single phase (domestic)	1.4 - 3.7kW	5 - 16 hours	10 - 20km per hour	Home
Level 2 slow Single phase (domestic or public)	7kW	2 - 5 hours	30 - 45km per hour	Home, work, shopping centres, car parks
Level 2 fast Three phase (public)	1.1 - 22kW	30 minutes - 2 hours	50 - 130km per hour	Urban roadside
Level 3 Fast charge (public)	25 - 350kW	10 minutes - 1 hour	150 - 300km per hour	Highways, motorways and key routes

Source: Transport for NSW.



EXPERIENCE A LUXURY BMW ELECTRIC VEHICLE WITHOUT THE LUXURY CAR TAX.



THE FULLY **ELECTRIC** BMW i4 eDRIVE35 AVAILABLE
BELOW THE LUXURY CAR TAX THRESHOLD.*

The first-ever fully electric BMW i4 is putting the thrill into electric driving. The i4 imbues true sports heritage delivering electric performance that goes beyond feeling fast – to feeling alive.



BMW i4

*LCT threshold assessment based on MRDP and delivery charges. The MRDP varies by customer location and is an estimated price which includes the manufacturer's recommended retail price for the vehicle, registration, compulsory third party insurance (CTP), the manufacturer's estimated dealer delivery charge, stamp duty, luxury car tax (if applicable), and other applicable statutory charges, excluding optional extras. The amounts of some of these components are set by third parties over which BMW has no control, and are subject to change. The actual drive away price that a customer may pay for any BMW vehicle will be agreed with the selling Dealer and set out in the Dealer Sales Contract. Overseas model shown. Local specifications may vary.

How much does it cost to charge an EV?

It's free if you're using solar power. Otherwise, the cost per kilowatt hour (kWh) varies per state and is different for each electricity retailer.

Some households will pay more at peak times and less during the non-peak periods. So you'll need to check your electricity bill to find the cost per kWh.

Once you have the cost per kWh, you can multiply it by the size of the battery in your EV. For example, a 70 kWh battery (@ \$0.30 per kWh) will cost \$21 to recharge.

If you want to use a public EV fast charger (i.e. 50 kW or higher), you'll pay \$0.50 kWh or more for the convenience of speed. The market is still evolving with limited competition so prices have remained stable. Though with more public charging sites being built each month, and more electric vehicles on the road, increased availability should generate some price competition to make it cheaper to charge faster.

One of the benefits of novated leasing is the savings from pre-tax payments. This means the \$0.50 kWh being advertised as the price to charge isn't what you'll pay with a novated lease. It will be closer to \$0.30 kWh which is a 40% saving. Why? The leasing provider will claim the GST (approximately \$0.05) and then you'll pay from pre-tax dollars which delivers the additional discount.

BYO EV charging cable

A charging cable to access public networks is the must have accessory for EV owners. It's an important option to tick when ordering your new novated lease so it can be included in the purchase price like floor mats and window tint.



Fast DC chargers (50kW or more) will have dedicated cables but if you plan on using the free AC chargers available at most shopping centres and carparks, you'll need your own cable. Even if the charger has a cable available it may not be the right one for your car so it's best to be prepared.

How much will you pay to travel 100 kilometres?

The electric vehicles on sale in Australia consume between 10-25 kWh/100km. The kWh/100km will decline over time as the next generation of electric vehicles become more efficient and require less power.

A small car will use less electricity than a large SUV, which is how it works for Internal Combustion Engine (ICE) vehicles today.

Here's a comparison of the cost to travel 100 km in an electric Hyundai Kona compared to the petrol model.

Vehicle	Consumption Rate	Cost per kWh/Litre	Cost to travel 100km
Hyundai Kona Petrol	6.6 L/100km	\$1.80	\$11.88
Hyundai Kona EV	14.3 kWh/100km	\$0.30	\$4.29

ELECTRIC



Make	Abarth	BMW	BMW	BMW
Model	500e	i4	iX1	iX1
Variant	Scorpionissima	eDrive35 Gran Coupe	eDrive20 xLine	xDrive30 AWD Sport
Body type*	Hatchback	Hatchback	Wagon	Wagon
Seats	4	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$60,500	\$85,900	\$78,900	\$84,900
On road cost	\$61,387	\$90,357	\$83,007	\$89,307
Amount financed†	\$55,887	\$84,165	\$76,815	\$83,115
Residual value	\$17,268	\$25,417	\$23,350	\$25,122
Monthly rental inc. FBT	\$1,308	\$1,905	\$1,765	\$1,885
Annual savings after tax*	\$5,541	\$7,682	\$6,992	\$7,583
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	BMW	BMW	BYD	BYD
Model	iX1	iX3	ATTO 3	Dolphin
Variant	xDrive30 AWD xLine	M Sport Pro	Extended	Dynamic
Body type*	Wagon	Wagon	Wagon	Hatchback
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$84,900	\$104,900	\$51,011	\$38,890
On road cost	\$89,307	\$110,307	\$52,073	\$39,952
Amount financed†	\$83,115	\$104,421	\$47,435	\$36,416
Residual value	\$25,122	\$31,029	\$14,648	\$11,238
Monthly rental inc. FBT	\$1,885	\$2,060	\$1,166	\$942
Annual savings after tax*	\$7,583	\$2,870	\$4,954	\$4,025
Annual FBT	\$0	\$20,980	\$0	\$0

ELECTRIC



Make	BYD	BYD	CUPRA	Fiat
Model	Dolphin	Seal	Born	500e
Variant	Premium	Performance AWD		La Prima
Body type*	Hatchback	Sedan	Hatchback	Hatchback
Seats	5	5	5	4
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$44,890	\$68,748	\$59,990	\$52,500
On road cost	\$45,952	\$69,810	\$61,052	\$53,387
Amount financed†	\$41,871	\$63,924	\$55,598	\$48,614
Residual value	\$12,926	\$19,637	\$17,173	\$15,017
Monthly rental inc. FBT	\$1,063	\$1,472	\$1,317	\$1,173
Annual savings after tax*	\$4,527	\$6,222	\$5,580	\$4,983
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Ford	GWM	Hyundai	Hyundai
Model	Mustang Mach-E	Ora	IONIQ 5	IONIQ 5
Variant	Select	Standard Range	2WD	DYNAMIQ 2WD
Body type*	Wagon	Hatchback	Wagon	Wagon
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$72,990	\$39,990	\$65,000	\$72,000
On road cost	\$74,052	\$41,052	\$66,062	\$73,062
Amount financed†	\$67,860	\$37,416	\$60,176	\$67,176
Residual value	\$20,831	\$11,547	\$18,583	\$20,552
Monthly rental inc. FBT	\$1,598	\$960	\$1,385	\$1,531
Annual savings after tax*	\$6,253	\$4,102	\$5,861	\$6,465
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Hyundai	Hyundai	Hyundai	Hyundai
Model	IONIQ 5	IONIQ 6	IONIQ 6	IONIQ 6
Variant	EPIQ AWD	2WD	DYNAMIQ AWD	EPIQ 2WD
Body type*	Wagon	Sedan	Sedan	Sedan
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$84,000	\$65,500	\$82,000	\$81,000
On road cost	\$88,362	\$66,562	\$86,262	\$85,212
Amount financed†	\$82,170	\$60,676	\$80,070	\$79,020
Residual value	\$24,856	\$18,723	\$24,266	\$23,970
Monthly rental inc. FBT	\$1,850	\$1,395	\$1,810	\$1,790
Annual savings after tax*	\$7,429	\$5,900	\$7,232	\$7,134
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Hyundai	Hyundai	Kia	Kia
Model	Kona	Kona	EV6	EV6
Variant	Electric	Electric Premium	Air	GT-Line
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$54,500	\$64,000	\$72,590	\$79,590
On road cost	\$55,562	\$65,062	\$73,652	\$83,732
Amount financed†	\$50,607	\$59,243	\$67,766	\$77,540
Residual value	\$15,629	\$18,301	\$20,718	\$23,554
Monthly rental inc. FBT	\$1,225	\$1,385	\$1,559	\$1,779
Annual savings after tax*	\$5,197	\$5,860	\$6,581	\$7,060
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Kia	Kia	LDV	Lexus
Model	EV9	Niro	eT60	RZ
Variant	Air	EV 2WD GT-Line		RZ450e Luxury
Body type*	Wagon	Wagon	Utility	Wagon
Seats	7	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$97,000	\$72,360	\$92,990	\$121,675
On road cost	\$102,012	\$73,422	\$97,801	\$127,920
Amount financed†	\$96,126	\$67,536	\$91,915	\$122,035
Residual value	\$28,695	\$20,653	\$27,511	\$35,984
Monthly rental inc. FBT	\$1,906	\$1,555	\$1,987	\$2,388
Annual savings after tax*	\$2,544	\$6,563	\$3,036	\$3,562
Annual FBT	\$19,400	\$0	\$18,598	\$24,335

ELECTRIC



Make	Lexus	Mercedes-Benz	Mercedes-Benz	MG
Model	UX	EQA	eVito Tourer	MG4
Variant	UX300e FWD Luxury	EQA250	129 MWB	Essence 64
Body type*	Hatchback	Wagon	Wagon	Hatchback
Seats	5	5	8	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$79,990	\$82,300	\$127,018	\$47,990
On road cost	\$84,152	\$86,577	\$133,858	\$49,052
Amount financed†	\$77,960	\$80,385	\$127,973	\$44,689
Residual value	\$23,672	\$24,354	\$37,654	\$13,798
Monthly rental inc. FBT	\$1,787	\$1,833	\$2,525	\$1,098
Annual savings after tax*	\$7,099	\$7,327	\$3,924	\$4,673
Annual FBT	\$0	\$0	\$25,403	\$0

ELECTRIC



Make	MG	MG	MG	MG
Model	MG4	MG4	MG4	ZS EV
Variant	Excite 51	Long Range 77	XPOWER AWD	Essence
Body type*	Hatchback	Hatchback	Hatchback	Wagon
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$38,990	\$55,990	\$59,990	\$43,990
On road cost	\$40,052	\$57,052	\$61,052	\$45,052
Amount financed†	\$36,507	\$51,962	\$55,598	\$41,052
Residual value	\$11,266	\$16,048	\$17,173	\$12,673
Monthly rental inc. FBT	\$927	\$1,233	\$1,300	\$1,031
Annual savings after tax*	\$3,962	\$5,231	\$5,510	\$4,394
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	MG	MG	MINI	Nissan
Model	ZS EV	ZS EV	Hatch	LEAF
Variant	Excite	Long Range	Cooper SE Resolute	
Body type*	Wagon	Wagon	Hatchback	Hatchback
Seats	5	5	4	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$40,990	\$49,990	\$65,325	\$50,990
On road cost	\$42,052	\$51,052	\$66,212	\$52,052
Amount financed†	\$38,325	\$46,507	\$60,326	\$47,416
Residual value	\$11,829	\$14,360	\$18,625	\$14,642
Monthly rental inc. FBT	\$960	\$1,132	\$1,390	\$1,166
Annual savings after tax*	\$4,101	\$4,812	\$5,882	\$4,952
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Nissan	Peugeot	Polestar	Polestar
Model	LEAF	e-2008	2	2
Variant	e+	GT	Long range	Standard range
Body type*	Hatchback	Wagon	Fastback	Fastback
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$61,490	\$59,990	\$71,400	\$67,400
On road cost	\$62,552	\$61,052	\$72,462	\$68,462
Amount financed†	\$56,962	\$55,598	\$66,576	\$62,576
Residual value	\$17,595	\$17,173	\$20,383	\$19,258
Monthly rental inc. FBT	\$1,343	\$1,317	\$1,520	\$1,430
Annual savings after tax*	\$5,685	\$5,580	\$6,419	\$6,047
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Polestar	Renault	Tesla	Tesla
Model	3	Megane E-Tech	Model 3	Model 3
Variant	Long range AWD	Techno EV60	Long Range AWD	Rear-Wheel Drive
Body type*	Wagon	Wagon	Sedan	Sedan
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$132,900	\$64,990	\$71,900	\$61,900
On road cost	\$139,935	\$66,052	\$72,962	\$62,962
Amount financed†	\$134,049	\$60,166	\$67,076	\$57,334
Residual value	\$39,363	\$18,580	\$20,524	\$17,711
Monthly rental inc. FBT	\$2,613	\$1,402	\$1,546	\$1,350
Annual savings after tax*	\$4,054	\$5,931	\$6,528	\$5,713
Annual FBT	\$26,580	\$0	\$0	\$0

ELECTRIC



Make	Tesla	Tesla	Volvo	Volvo
Model	Model Y	Model Y	C40	EX30
Variant	Long Range AWD	Rear-Wheel Drive	Recharge	Extended Range Plus
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$78,400	\$65,400	\$78,990	\$59,990
On road cost	\$82,482	\$66,462	\$83,102	\$61,052
Amount financed†	\$76,290	\$60,576	\$76,910	\$55,598
Residual value	\$23,202	\$18,695	\$23,376	\$17,173
Monthly rental inc. FBT	\$1,755	\$1,410	\$1,750	\$1,300
Annual savings after tax*	\$6,942	\$5,962	\$6,935	\$5,510
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Volvo	Volvo	Volvo	Volvo
Model	EX30	EX30	XC40	XC40
Variant	Extended Range Ultra	AWD Performance	AWD Twin Electric	Recharge Pure Electric
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	Electric	Electric	Electric	Electric
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$64,990	\$69,990	\$81,490	\$76,990
On road cost	\$66,052	\$71,052	\$85,727	\$78,052
Amount financed†	\$60,166	\$65,166	\$79,535	\$71,860
Residual value	\$18,580	\$19,986	\$24,115	\$21,956
Monthly rental inc. FBT	\$1,385	\$1,479	\$1,800	\$1,658
Annual savings after tax*	\$5,860	\$6,247	\$7,182	\$6,483
Annual FBT	\$0	\$0	\$0	\$0

HYBRID



Make	GWM	GWM	GWM	Honda
Model	Haval H6	Haval Jolion	Tank 300	CR-V
Variant	Ultra DHT Hybrid	Ultra DHT Hybrid	Lux Hybrid	e:HEV FWD RS
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$45,990	\$40,990	\$55,990	\$59,900
On road cost	\$48,257	\$43,281	\$58,951	\$63,057
Amount financed†	\$44,076	\$39,555	\$53,861	\$57,611
Residual value	\$13,575	\$12,175	\$16,583	\$17,737
Monthly rental inc. FBT	\$1,242	\$1,143	\$1,492	\$1,489
Annual savings after tax*	\$2,207	\$2,287	\$2,791	\$2,534
Annual FBT	\$9,198	\$8,198	\$11,198	\$11,980

HYBRID



Make	Hyundai	Hyundai	Hyundai	Kia
Model	Kona	Kona	Santa Fe	Niro
Variant	Hybrid	Hybrid Premium	Hybrid Elite	HEV DCT 2WD S
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	7	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$36,000	\$46,500	\$63,000	\$44,930
On road cost	\$38,142	\$48,957	\$66,312	\$47,164
Amount financed†	\$34,869	\$44,729	\$60,584	\$43,080
Residual value	\$10,729	\$13,771	\$18,653	\$13,267
Monthly rental inc. FBT	\$1,008	\$1,212	\$1,556	\$1,168
Annual savings after tax*	\$2,042	\$2,225	\$2,616	\$2,145
Annual FBT	\$7,200	\$9,300	\$12,600	\$8,986

HYBRID



Make	Kia	Kia	Lexus	Mitsubishi
Model	Sorento	Sorento	UX	Eclipse Cross
Variant	HEV GT-Line	PHEV AWD GT-Line	UX250h E-CVT 2WD	PHEV AWD Exceed
Body type*	Wagon	Wagon	Hatchback	Wagon
Seats	7	7	5	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$66,750	\$81,080	\$54,320	\$55,990
On road cost	\$70,249	\$85,296	\$57,198	\$57,052
Amount financed†	\$64,363	\$79,104	\$52,259	\$51,962
Residual value	\$19,761	\$23,994	\$16,089	\$16,049
Monthly rental inc. FBT	\$1,609	\$1,849	\$1,366	\$1,327
Annual savings after tax*	\$2,601	\$7,360	\$2,372	\$5,212
Annual FBT	\$13,350	\$0	\$10,864	\$0

HYBRID



Make	Mitsubishi	Mitsubishi	Nissan	Nissan
Model	Outlander	Outlander	QASHQAI	X-TRAIL
Variant	PHEV AWD ES	PHEV AWD Exceed	TI e-POWER	Ti-L e-4ORCE
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	7	5	5
Fuel type	ULP	ULP	PULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$57,290	\$69,290	\$51,590	\$57,690
On road cost	\$58,352	\$70,352	\$54,331	\$60,736
Amount financed†	\$53,144	\$64,160	\$49,641	\$55,491
Residual value	\$16,414	\$19,790	\$15,283	\$17,085
Monthly rental inc. FBT	\$1,340	\$1,550	\$1,334	\$1,465
Annual savings after tax*	\$5,260	\$6,068	\$2,413	\$2,573
Annual FBT	\$0	\$0	\$10,318	\$11,538

HYBRID



Make	Peugeot	Peugeot	Peugeot	Subaru
Model	308	508	3008	Forester
Variant	GT Sport PHEV	GT PHEV	GT Sport PHEV	Hybrid S CVT AWD
Body type*	Hatchback	Fastback	Hatchback	Wagon
Seats	5	5	5	5
Fuel type	PULP	PULP	PULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$64,990	\$81,610	\$82,915	\$50,140
On road cost	\$66,052	\$85,853	\$87,223	\$52,809
Amount financed†	\$60,144	\$79,661	\$81,031	\$48,250
Residual value	\$18,580	\$24,150	\$24,536	\$14,855
Monthly rental inc. FBT	\$1,470	\$1,856	\$1,885	\$1,347
Annual savings after tax*	\$5,761	\$7,401	\$7,541	\$2,555
Annual FBT	\$0	\$0	\$0	\$10,028

HYBRID



Make	Toyota	Toyota	Toyota	Toyota
Model	C-HR	Camry	Corolla	Corolla
Variant	GR E-CVT 2WD Sport	SX	Ascent Sport E-CVT	ZR E-CVT Hybrid
Body type*	Wagon	Sedan	Hatchback	Hatchback
Seats	5	5	5	5
Fuel type	PULP	PULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$38,465	\$43,020	\$32,110	\$39,100
On road cost	\$40,505	\$45,372	\$33,960	\$41,160
Amount financed†	\$37,009	\$41,461	\$31,041	\$37,605
Residual value	\$11,394	\$12,763	\$9,553	\$11,578
Monthly rental inc. FBT	\$1,043	\$1,171	\$926	\$1,047
Annual savings after tax*	\$2,032	\$2,276	\$1,945	\$2,009
Annual FBT	\$7,693	\$8,604	\$6,422	\$7,820

HYBRID



Make	Toyota	Toyota	Toyota	Toyota
Model	Corolla Cross	Corolla Cross	Kluger	Kluger
Variant	GXL 2WD	GXL eFour	Grande eFour	GX eFour
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	7	7
Fuel type	ULP	ULP	PULP	PULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$40,230	\$43,230	\$80,230	\$58,290
On road cost	\$42,323	\$45,588	\$84,403	\$61,366
Amount financed†	\$38,666	\$41,658	\$78,517	\$56,067
Residual value	\$11,905	\$12,824	\$23,742	\$17,262
Monthly rental inc. FBT	\$1,074	\$1,167	\$1,895	\$1,463
Annual savings after tax*	\$2,048	\$2,245	\$3,160	\$2,525
Annual FBT	\$8,046	\$8,646	\$16,046	\$11,658

HYBRID



Make	Toyota	Toyota	Toyota	Toyota
Model	RAV4	RAV4	Yaris Cross	Yaris Cross
Variant	Cruiser eFour	GX 2WD	GX 2WD	Urban AWD
Body type*	Wagon	Wagon	Wagon	Wagon
Seats	5	5	5	5
Fuel type	ULP	ULP	ULP	ULP
Transmission	Automatic	Automatic	Automatic	Automatic
Recommended retail price	\$54,410	\$42,260	\$30,000	\$39,000
On road cost	\$57,292	\$44,589	\$31,721	\$40,991
Amount financed†	\$52,346	\$40,747	\$28,993	\$37,445
Residual value	\$16,116	\$12,543	\$8,923	\$11,530
Monthly rental inc. FBT	\$1,374	\$1,158	\$877	\$1,038
Annual savings after tax*	\$2,402	\$2,269	\$1,876	\$1,978
Annual FBT	\$10,882	\$8,452	\$6,000	\$7,800

Electric Vehicles – *coming in 2024*

There are some exciting electric cars coming in 2024 that will become popular novated lease vehicles if there's enough supply to meet the demand. Here's the ones we're getting excited about.



Hyundai Kona

When Hyundai launched the previous model Kona electric it was an instant hit with fleet buyers because it looked like the petrol version. The latest version of the Kona was released in 2023 and the electric version was launched at the start of 2024. With competitive pricing, roomy interior and great exterior styling, the Kona EV should be a popular novated lease car.



Kia EV5

The Kia EV5 will be available in early 2024 as a medium SUV built on the latest generation E-GMP dedicated EV platform. It looks like a smaller version of the EV9 which wowed new car buyers when released in 2023. As a medium sized SUV, the EV5 will compete against the top selling Tesla Model Y. Initial indications suggest pricing will meet market expectations and provide another SUV option for novated lease buyers.



Subaru Solterra

Subaru opened the order books for the all new Solterra late in 2023. The Solterra SUV not only marks the debut of a Subaru battery electric vehicle in Australia, but also represents the beginning of increased diversification in the Subaru model line-up that will include additional Hybrid and EV models in the future.



Toyota bZ4X

The bZ4X is the first Toyota EV to be launched in Australia and is expected in dealerships during the first quarter of 2024. Pricing and specifications weren't available at the time of publishing so it will be interesting to see where Toyota positions this car. No doubt novated lease buyers will be attracted to Toyota's reliability and strong resale which will make this one of the hottest new releases in 2024.



Polestar 3

Probably priced above the average novated lease electric car but it shouldn't stop the excitement building as the first deliveries of the all-new Polestar 3 get closer in 2024. It will come with a 111kWh battery pack to provide a range of 600+ and feature the latest technological developments from Polestar to make it a benchmark for driving excellence and sustainability.



Volkswagen ID.Buzz

There are several Volkswagen electric cars to be excited about in 2024. They have promised five new EVs by 2025 with three medium SUVs (ID.3, ID.4 and ID.5), the ID.Buzz people mover (our pick) and the ID.Buzz Cargo. All five vehicles look fantastic and if available in any significant volume they'll be a hit with novated lease buyers.



Peugeot E-208

The 208 is an iconic model in the Peugeot range and now it's taking on a whole new dimension as an electric car. The new E-208 is a dynamic, modern, and highly alluring city car that we believe will capture the attention of many novated lease buyers looking for some European chic.

Index

A		Hyundai		Mercedes-Benz		R	
Abarth		i30	12, 16	EQA	34	Renault	
500e	31	IONIQ 5	32, 33	eVito Tourer	34	Arkana	11
Audi		IONIQ 6	33	GLA-Class	18	Koleos	18
Q2	18	Kona	10, 17, 33, 36	GLB-Class	19	Megane E-Tech	35
Q3	9	Palisade	10, 13	MG			
B		Santa Fe	10, 13, 17, 36	HS	17		
BMW		Sonata	9	MG4	34	S	
2 Series	9	STARIA	10, 13	MG5	12	Subaru	
i4	31	Tucson	10, 16, 17, 18	ZS EV	34	Crosstrek	18
iX1	31, 32	Venue	12, 18	ZST	17	Forester	37
iX3	32	I		MINI		Outback	11
X2	18	Isuzu		Countryman	11		
Z4	9	D-MAX	10, 13, 16, 19	Hatch	9, 12, 34	T	
BYD		MU-X	10, 13, 19	Mitsubishi		Tesla	
ATTO 3	32	J		ASX	12, 19	Model 3	35
Dolphin	32	Jeep		Eclipse Cross	17, 19, 37	Model Y	35
Seal	32	Compass	10	Outlander	11, 14, 37	Toyota	
C		Wrangler	19	Pajero Sport	14, 20	Camry	38
CUPRA		K		Triton	11, 20	C-HR	19, 38
Born	32	Kia		N		Corolla	12, 38
F		Carnival	10, 13	Nissan		Corolla Cross	16, 18, 38
Fiat		Cerato	12, 16, 18	LEAF	34, 35	Fortuner	14, 20
500e	32	EV6	33	Navara	14, 20	GR86	9
Ford		EV9	33	Pathfinder	11	Granvia	14
Everest	13, 19	Niro	33, 36	QASHQAI	16, 17	Hilux	14, 16, 20
Mustang Mach-E	32	Seltos	12, 16, 17, 18	X-TRAIL	14, 37	Kluger	11, 14, 38
Puma	17	Sorento	11, 13, 37	Nissan		Landcruiser Prado	14, 20
Ranger	9, 19	Sportage	11, 16, 17	QASHQAI	37	RAV4	11, 16, 18, 38
G		Stonic	12, 16, 18	P		Supra	15
Genesis		L		Peugeot		Yaris	12, 15
GV70	10	LDV		308	37	Yaris Cross	16, 38
GWM		eT60	33	508	37		
Haval H6	36	MIFA	13	2008	12	Volkswagen	
Haval Jolion	36	Lexus		3008	37	Amarok	20
Ora	32	RZ	33	e-2008	35	California	15
Tank 300	36	UX	34, 37	Polestar		Golf	12, 14, 15
Ute	19	M		2	35	Tiguan	11, 14
H		Mazda		3	35	T-Roc	9
Honda		BT-50	13, 19			Volvo	
CR-V	10, 13, 36	CX-3	17			C40	35
		CX-5	11, 14, 17			EX30	35, 36
						XC40	36

Disclaimer

While every effort has been made to verify the information in this guide, Fleet News Group takes no responsibility for the accuracy or authenticity of the content.

Fleet News Group does not accept any liability to any person or entity for any information or any advice which is provided in this guide or incorporated into it by reference.

The information provided is on the basis that anyone reading it undertakes the responsibility for assessing the relevance and accuracy of its content.

The data and figures provided in this guide are not intended as financial or taxation advice.

People reading the guide should obtain a formal quotation from a novated leasing provider and seek independent financial advice before entering into a novated lease agreement.

All calculation data provided by Paywise in December 2023. Calculations were made using Paywise system.

* All vehicle calculations from Paywise using the following assumptions: A 60 month lease term travelling at 15,000 kilometres per annum for an employee earning \$90,000 annually.

* Novated leases are for cars. Station wagons, panel vans and utilities are considered cars by the ATO if they are goods-carrying vehicles designed to carry less than one tonne. If a vehicle is designed to carry a load of one tonne or more it may not be eligible for a novated lease. This will impact some of the calculations and the potential savings available when salary packaging a vehicle. Readers should seek independent financial advice. Also, some employers may not allow 4X4 Utes in a novated lease.

† When the Amount Financed is greater than the 2023/24 annual vehicle depreciation limit of \$68,108 it will be regarded as a loan instead of a lease. The depreciation and interest will be tax deductible rather than lease payments. This will impact some of the calculations and the potential savings available when salary packaging a vehicle. Readers should seek independent financial advice. Also, some employers may not allow luxury vehicles in a novated lease.

You're a
PRO
It's a
Pro



Pulsar Pro

Integrated 4G for quicker installation.

RFID for shared power access.

Free-to-use business back-end with **myWallbox Portal** for charger management, payments, user access, reporting and more.

Total user control with **myWallbox app**.



THE ALL NEW
MG4
ELECTRIC



2023
CAR OF THE YEAR
WINNER



100% ELECTRIC
PERFORMANCE



TECH FORWARD
INGENUITY



AGILE AERODYNAMIC
DESIGN

[MGMOTOR.COM.AU](https://www.mgmotor.com.au)

ANCAP rating applies to MG4 2WD variants. MG4 – 2023 carsales Car of the Year – Winner.