



2025

Novated Leasing Guide

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OH WHAT A FEELING

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Novated Leasing – How does it work?

Novated leasing has been around since the eighties but it wasn't until the **Electric Car Discount Bill** was introduced in 2022, to make EVs and PHEVs exempt from FBT, that people started talking about it in the streets and at the office.

The new law was 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

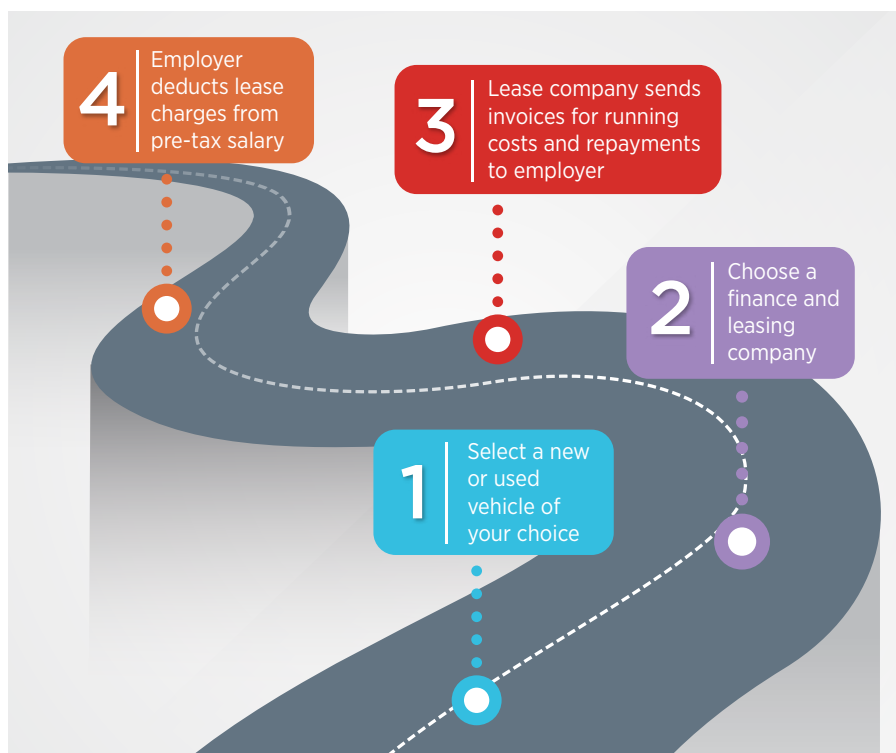
When you start using salary packaging, you're paying for items from your pre-tax salary. This reduces your taxable income and the amount of tax you pay – putting more in your pocket each month!

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.

Every employee, from any sized company, can access novated leasing. It's easy to setup via a payroll system even if it's not being offered by your employer today. The novated leasing providers take on most of the administration, and will get it up and running quickly.

It may sound complicated, though once you do some research you'll be amazed at how much you can save.

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



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 a pay rise.

Can I source my own car?

Yes. If you know the car you want and can find one, the novated leasing company will be able to arrange

everything else. It's a great way to get the new car you want if you're happy to do the legwork.

1986

The year Novated leasing started

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.)

PACKAGE IN
**MORE
STYLE**



Package a better plate into your Novated lease*

Adding a better plate to a Novated Lease is easy, just like fuel, registration and accessories, the cost of the plate can be spread across the term of your lease.

Enhance the look of your new car by including your choice of numberplate into your Novated Lease agreement.

For more information scan the QR code,
visit myPlates.com.au or ask your Novated Lease Consultant.



myplates[®]
COM.AU
More than a plate.

*NSW Registered vehicles only

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. Second, you don't pay GST. This makes everything 10% cheaper.

Otherwise, it's still your car! And while you're paying interest because the car's being financed, it still works out costing you less than using cash.

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.

Year	Top novated lease vehicle	Top selling car
2024	Tesla Model Y	Toyota RAV4
2023	Ford Ranger 4X4	Ford Ranger 4X4
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



**MITSUBISHI
MOTORS**
Drive your Ambition

TRITON



ANCAP
SAFETY

TESTED
2024



The latest Mitsubishi Triton is our most powerful yet, with an upgraded frame and suspension for improved driving stability even when towing 3500kg at speed.

It's our most comfortable Triton with Driver's Seat Power Lumbar Adjustment across the range. And it's the first 5-Star double cab Ute tested to 2024 ANCAP* so you are in safe hands.

Book a Test Drive Today.



3.5 Tonne Towing Power



Sleeker, Bigger Interior



Safety for everyone

Visit Triton Showroom



**NOTHING CAN FRIGHTEN
A TRITON**

GSR model shown with optional accessories. *24MY Triton Double Cab only. Terms, conditions and exclusions apply to Mitsubishi's 10 Year Warranty/10 Year Capped Price Servicing. See mitsubishi-motors.com.au for details.

AUSTRALIA'S FIRST

10
YEARS
NEW CAR
WARRANTY

10
YEARS
CAPPED PRICE
SERVICING

WHEN ALL SCHEDULED SERVICES ARE COMPLETED
AT A MITSUBISHI DEALERSHIP

Novated Leasing – The Smart Way to Own a Triton

Owning a Mitsubishi Triton GSR has never been easier, thanks to the benefits of novated leasing. This financing option allows you to enjoy significant tax savings, simplified budgeting, and the convenience of bundled expenses. With a novated lease, you can experience the Triton's reliability, capability, and family-friendly features while keeping your finances in check.

The Mitsubishi Triton GSR is a testament to confidence, reliability and capability. Whether you're towing, exploring with your family, or simply commuting, this vehicle delivers unparalleled performance and assurance. Coupled with Mitsubishi's 10 Year Warranty[†] and the smart ownership option of novated leasing, the Triton GSR emerges as the perfect partner for both work and adventure.

Confidence and Capability Redefined: The Mitsubishi Triton GSR

For those seeking a robust and versatile vehicle that balances work, adventure, and family life, the Mitsubishi Triton GSR stands tall as a reliable and confident choice. Combining class-leading features such as exceptional 4WD towing capability and family-focused safety systems, supported by Mitsubishi's 10 Year Warranty[†], the Triton GSR is the perfect companion for every journey.

Designed for Families: Safety and Comfort in Every Detail

The Triton GSR is more than just a workhorse; it's a family-friendly companion for life's adventures. Its spacious interior comfortably seats up to five passengers, ensuring everyone has room to relax during long drives. Premium finishes and thoughtful design elements enhance comfort, making every trip enjoyable.

Safety is paramount in the Triton GSR. Equipped with cutting-edge systems like Forward Collision Mitigation, Lane Departure Warning, and a reinforced chassis, it offers peace of mind for families. These features not only protect occupants but also make navigating busy roads or challenging environments stress-free.



Unmatched Reliability: Backed by Mitsubishi Diamond Advantage

Mitsubishi's commitment to quality and customer satisfaction is evident in its industry-leading 10 Year Warranty. With a 10-year/200,000km New Car Warranty Triton GSR owners can enjoy a decade of worry-free driving. Whether you're taking on work tasks or venturing off the beaten path, you can trust the Triton to perform reliably for years to come.

Adding to the convenience is Mitsubishi's 10-year/150,000km Capped Price Servicing program. This ensures predictable maintenance costs and less time off the road, allowing you to focus on what truly matters.

[†]10 year/200,000km New Vehicle Warranty (whichever occurs first and 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.

MITSUBISHI TRITON



Variant	GLS Double Cab 4X4	GSR Double Cab 4X4
Fuel Type	Diesel	Diesel
Fuel Consumption (L/100km)	7.7	7.7
CO ² g/km	203	203
Seats	5	5
Recommended Retail Price	\$59,090	\$63,840
On Road Cost	\$61,867	\$66,761
Amount Financed [†]	\$59,260	\$63,901
Residual Value inc. GST	\$17,481	\$18,862
Monthly Rental inc. FBT	\$1,538	\$1,618
Annual Savings After Tax*	\$2,457	\$2,483
Annual FBT	\$11,818	\$12,768

Which Fuel – ULP – PULP – Diesel



(NVES) – New Vehicle Efficiency Standard

Australia is set to implement the New Vehicle Efficiency Standards (NVES) in 2025, a move designed to align the automotive industry with global efforts to reduce greenhouse gas emissions and tackle climate change. These standards represent a significant shift in the automotive landscape, with far-reaching implications for new car buyers across the country. With a focus on improving fuel efficiency and reducing CO² emissions, the NVES provides a framework that will provide you with a more fuel efficient vehicle for your novated lease.

The driving force behind the introduction of NVES in Australia is twofold: to reduce CO² emissions and to stimulate the supply of more fuel-efficient vehicles. Australia's commitment to the Paris Agreement means that the country is aiming to reduce greenhouse gases to **43% of 2005 levels by 2030**, with the broader target of achieving net zero by 2050. Transport accounts for a significant share of emissions, making it a priority area for government action.

At the heart of the NVES is the need to shift the national vehicle fleet towards cleaner, more efficient technologies. The standards require vehicle manufacturers to meet specific average CO² targets for the vehicles they sell. If manufacturers exceed these targets, they will either have to trade credits with other suppliers or pay penalties.

For new car buyers, this means you'll be buying less fuel as the standards tighten because vehicles will become more fuel efficient.

As an example, the top selling Ford Ranger Wildtrak with the 3.0T diesel engine produces 222 g/km of CO², and has a Combined fuel consumption of 8.4 L/100km. The target for Light Commercial Vehicles (LCV) in 2029 is 110 g/km of CO² which means the Ford Ranger will need to use 50% less fuel.

Have you noticed how many new cars now require premium unleaded fuel (PULP)?

There are 208 vehicles listed in this guide; 156 have a petrol or diesel engine and 33% of these require PULP. The trend towards PULP is a response to tighter standards being placed on car manufacturers around the world to meet targets for CO² emissions. However, if you don't check the fuel type before you fall in love with your next new car, you might be in for a surprise each time you fill up.

The table below compares the historical prices of ULP and PULP over the last five years. **Most years the price premium for PULP is \$0.15 per litre** which can add \$200-\$300 a year to an average fuel bill. This doesn't sound like much over 12 months, but it could create some anxiety every time you look at the service station price board.

Year	ULP – National Average Pump Price	PULP – National Average Pump price	Difference
2024	\$1.89	\$2.04	\$0.15
2023	\$1.90	\$2.05	\$0.15
2022	\$1.84	\$1.99	\$0.15
2021	\$1.48	\$1.62	\$0.14
2020	\$1.23	\$1.38	\$0.15

Source: <https://aip.com.au>

The pump price of diesel fuel operates independently to ULP and PULP because it's an industrial fuel that's linked to global influences and doesn't follow the regular service station price cycles. This is great for road transport and other industries that use large amounts of diesel though it's a gamble for new car buyers.

The table below shows the historical pump prices for diesel and ULP over the last five years. In 2024 the national average pump prices were similar. However with a novated lease that lasts for five years, owners of diesel 4X4 utes might question the gap to ULP some years.

Year	ULP – National Average Pump Price	Diesel – National Average Pump price	Difference
2024	\$1.89	\$1.91	\$0.02
2023	\$1.90	\$2.02	\$0.12
2022	\$1.84	\$2.08	\$0.24
2021	\$1.48	\$1.43	-\$0.05
2020	\$1.23	\$1.27	\$0.04






Source: <https://aip.com.au>

2025 top picks – Editor's recommendations

WEEKEND ADVENTURES - Ford Everest Sport








WHY It's capability enough to take the family to most amazing spots and carry all the gear you need.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 3.0L V6 Turbo diesel	 184kW/600Nm	 Automatic	 8.5 L/100km 224 CO ² g/km	 5 star ANCAP ★★★★★

ESCAPING THE CITY - Hyundai Santa Fe Hybrid








WHY The latest generation Santa Fe makes road trips a pleasure and the hybrid powertrain reduces the cost.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 1.6L Turbo hybrid petrol	 72kW/367Nm	 Automatic	 5.6 L/100km 128 CO ² g/km	 5 star ANCAP ★★★★★

FIRST NEW CAR - MG MG5








WHY MG has delivered a great looking small car and brought value back into the conversation.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 1.5L 4 cylinder petrol	 84kW/150Nm	 Automatic	 6.6 L/100km 155 CO ² g/km	 0 star ANCAP

GROWING FAMILIES - Toyota Kluger GXL eFour








WHY A family favourite for the last decade and now available as a hybrid to help the budget.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 2.5L 4-cylinder hybrid petrol	 184kW/242Nm	 Automatic	 5.6 L/100km 128 CO ² g/km	 5 star ANCAP ★★★★★

JUST FOR FUN - Toyota Corolla GR-Four



WHY The GR range has brought the fun back to the Toyota brand, and the Corolla screams hot hatch.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	 1.3L Turbo 3 cylinder petrol	 221kW/400Nm	 Manual	 8.4 L/100km 191 CO ² g/km	 0 star ANCAP

History of – *the top selling car in 2024*

1989



Concept Car

Toyota displayed the RAV4 (Recreational Active Vehicle with 4-wheel drive) concept car at the 1989 Tokyo Motor Show which wowed the public and encouraged Toyota to green light the car's development in 1991.

From the launch in 1994, it has been a sales success for Toyota and is credited with launching the wave of compact crossover Sports Utility Vehicles (SUV) that had more cargo room than a sedan, an increased ride height for better visibility, the option of an All-wheel Drive (AWD) powertrain, and a promise of freedom.

1994



First generation

The first generation was launched in 1994 and was originally offered as a three-door vehicle and later the five-door version was introduced. Toyota's designers created a bold, fun new look for the original RAV4, breaking with convention by giving it eye-catching curves and unique lines. A rear-mounted spare wheel hinted at the RAV4's off-road capabilities but the fresh new style was well-suited to both rural and urban settings.

2000



Second generation

A new millennium brought a second-generation RAV4, developed with the benefit of experience gained from its ground-breaking introduction. A new platform, new suspension and full-time AWD created an energetic but comfortable ride both on road and off, while interior comfort was enhanced by a more premium feel. The second-generation RAV4 enjoyed success in Australia, where it became the best-selling SUV in the country in 2001, overtaking its rival the Honda CR-V for the first time.

2006



Third generation

For its third generation, the RAV4 grew and evolved, taking on a new, more sophisticated appearance. The new RAV4 became exclusively a five-door vehicle, reflecting changes in customer preferences and requirements. Based on an all-new platform for its third generation, the new model measured 19 cm longer overall. The 3.5 litre 200kW V6 engine also became an option in Australia.

2013



Fourth generation

The fourth-generation RAV4 saw a standard wheelbase for the vehicle globally and the vehicle's length grew again, by 23.5 cm, which contributed to 47 per cent more luggage room compared to its predecessor. All-new suspension was designed to enhance ride comfort and driver engagement without sacrificing stability. A notable design feature was the removal of the tailgate-mounted spare tyre to make way for a lifting tailgate.

In Australia the RAV4 was only offered in 2.0 and 2.5-litre four-cylinder petrol, and 2.0 and 2.2-litre turbo-diesels. In other markets a full hybrid electric version, Toyota's first hybrid compact SUV, was launched.

2018



Fifth generation

Toyota's fifth-generation RAV4 was launched in Australia in 2019 with the highly anticipated 2.5L hybrid powertrain. The RAV4 made hybrids cool in Australia with demand outstripping supply for several years. It provided Australian fleet and novated lease buyers with a fuel-efficient yet powerful alternative to traditional internal combustion engines. Apple CarPlay and Android Auto was also added which was a significant enhancement to the infotainment systems.

In 2024 the Toyota RAV4 became the top-selling model in Australia for the first time.

2025 top picks – Editor's recommendations



PRACTICAL FOR WORK - Kia Sportage SX Hybrid

WHY A medium-sized SUV is the perfect size for a road warrior. And the hybrid powertrain will keep the costs down.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	1.6L Turbo hybrid petrol	132kW/265Nm	Automatic	4.9 L/100km 110 CO ² g/km	5 star ANCAP ★★★★★



STARTING A FAMILY - Mazda CX-5 Maxx Sport

WHY It's a top seller and the perfect size for baby seats and prams. Zoom-Zoom.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	2.5L petrol	140kW/252Nm	Automatic	7.2 L/100km 167 CO ² g/km	0 star ANCAP



URBAN CHIC - Peugeot 308 GT Hatch

WHY When you think 'chic', you think European styling which is Peugeot's brand DNA.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	1.2L Turbo 3 cylinder petrol	96kW/230Nm	Automatic	4.2 L/100km 95 CO ² g/km	4 star ANCAP ★★★★



ELECTRIC - MG MG4 Excite 51

WHY Price, style, driving dynamics – It's the triple threat that is shaking up the EV market.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	Electric	125Kw/250Nm	Automatic	18.4 kW/h 0 CO ² g/km	5 star ANCAP ★★★★★



HYBRID - Mitsubishi Outlander PHEV

WHY The original and still the best. It's so spacious inside and now gives you 80km in EV mode.

THE NUMBERS	ENGINE	POWER/TORQUE	TRANSMISSION	FUEL ECONOMY	SAFETY
	2.4L Plug-in Hybrid petrol	98kW/195Nm	Automatic	1.9 L/100km 35 CO ² g/km	5 star ANCAP ★★★★★






Optional – accessories

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.

Accessory	Description
 Metallic paint	The colour of your car is as important as the brand you choose. Don't skimp on this.
 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 manufacturers recommendation. Remember - there's only one hand print between you and the road.
 New wheels	Create a unique look with a different set of wheels.
 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.
 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	It's amazing how useful these can be. Think about the look as well as the practicality.

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EXPLANATION OF HEADINGS

Make

The manufacturer of the vehicle.

Model

The model of the vehicle.

Variants

The vehicle specification within the model range.

Fuel Type

The fuel used to power the vehicle.

Fuel Consumption (L/100km)

The quantity of fuel (litres) required to travel 100km.

CO² g/km

The quantity of carbon dioxide (grams) the vehicle produces every kilometre.

Range*

The number of kilometres you can expect to travel on a single charge.

Seats

How many people can fit in the car.

Recommended Retail Price

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 inc. GST

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

Monthly Rental inc. FBT

This is the monthly amount that you would pay 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).

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 page 27 for more information on FBT.



2025 top pick

Editor's recommendation for the category

WEEKEND ADVENTURES



Make	Ford	Ford	GWM	Isuzu
Model	Everest	Ranger	Tank 300	D-MAX
Variant	Sport FullTime 4WD	Wildtrak Double Cab	Ultra hybrid	X-TERRAIN Crew Cab
Fuel Type	Diesel	Diesel	ULP	Diesel
Fuel Consumption (L/100km)	8.5	8.4	8.4	8
CO ² g/km	224	222	196	207
Seats	7	5	5	5
Recommended Retail Price	\$74,640	\$74,840	\$60,990	\$70,500
On Road Cost	\$78,311	\$78,091	\$63,976	\$73,619
Amount Financed [†]	\$75,362	\$74,644	\$61,274	\$70,404
Residual Value inc. GST	\$22,271	\$22,058	\$18,080	\$20,796
Monthly Rental inc. FBT	\$1,831	\$1,809	\$1,532	\$1,734
Annual Savings After Tax*	\$2,706	\$2,571	\$2,329	\$2,537
Annual FBT	\$14,928	\$14,968	\$12,198	\$14,100

WEEKEND ADVENTURES



Make	JAC	Jeep	Mazda	Mitsubishi
Model	T9	Gladiator	BT-50	Pajero Sport
Variant	Oasis Double Cab	Night Eagle Pick-up 4X4	XTR	GSR 4X4
Fuel Type	Diesel	ULP	Diesel	Diesel
Fuel Consumption (L/100km)	7.6	12.4	8	8
CO ² g/km	202	288	207	212
Seats	5	5	5	7
Recommended Retail Price	\$42,662	\$78,250	\$59,280	\$64,840
On Road Cost	\$44,947	\$81,603	\$62,063	\$68,021
Amount Financed [†]	\$43,217	\$77,974	\$59,446	\$65,117
Residual Value inc. GST	\$12,707	\$23,049	\$17,536	\$19,223
Monthly Rental inc. FBT	\$1,198	\$1,994	\$1,547	\$1,632
Annual Savings After Tax*	\$2,127	\$3,052	\$2,476	\$2,481
Annual FBT	\$8,532	\$15,650	\$11,856	\$12,968

WEEKEND ADVENTURES



Make	Mitsubishi	Nissan	Subaru	Suzuki
Model	Triton	Navara	Forester	Vitara
Variant	GLX Double Cab 4X4	PRO-4X Warrior 4X4	Hybrid L AWD	Turbo 4WD
Fuel Type	Diesel	Diesel	ULP	PULP
Fuel Consumption (L/100km)	7.7	8.1	6.7	6.2
CO ² g/km	203	213	152	145
Seats	5	5	5	5
Recommended Retail Price	\$50,940	\$71,265	\$44,090	\$39,990
On Road Cost	\$53,474	\$74,408	\$46,192	\$41,932
Amount Financed [†]	\$51,302	\$71,152	\$44,377	\$40,334
Residual Value inc. GST	\$15,113	\$21,019	\$13,052	\$11,850
Monthly Rental inc. FBT	\$1,385	\$1,739	\$1,185	\$1,131
Annual Savings After Tax*	\$2,349	\$2,516	\$2,002	\$2,033
Annual FBT	\$10,188	\$14,253	\$8,818	\$7,998

WEEKEND ADVENTURES



Make	Toyota	Toyota	Toyota	Toyota
Model	Fortuner	Hilux	Landcruiser	Landcruiser Prado
Variant	GX	Rogue Double Cab 4X4	Workmate 4X4	Kakadu 4X4
Fuel Type	Diesel	Diesel	Diesel	Diesel
Fuel Consumption (L/100km)	7.6	7.8	9.6	7.6
CO ² g/km	201	205	N/A	200
Seats	7	5	5	7
Recommended Retail Price	\$53,775	\$71,530	\$75,600	\$99,990
On Road Cost	\$56,401	\$74,682	\$79,316	\$111,048
Amount Financed [†]	\$54,078	\$71,412	\$76,407	\$109,408
Residual Value inc. GST	\$15,939	\$21,096	\$22,582	\$32,401
Monthly Rental inc. FBT	\$1,449	\$1,539	\$1,844	\$2,390
Annual Savings After Tax*	\$2,424	\$1,780	\$2,718	\$3,620
Annual FBT	\$10,755	\$14,306	\$15,120	\$21,163

ESCAPING THE CITY



Make	Chery	Hyundai	Hyundai	Hyundai
Model	Tiggo 8 Pro Max	Palisade	Santa Fe	Tucson
Variant	Ultimate	Calligraphy AWD	Hybrid AWD	Hybrid Premium AWD
Fuel Type	PULP	Diesel	ULP	ULP
Fuel Consumption (L/100km)	8.7	7.3	5.6	5.3
CO ² g/km	200	193	128	121
Seats	7	7	7	5
Recommended Retail Price	\$44,990	\$79,219	\$75,000	\$59,600
On Road Cost	\$47,119	\$83,120	\$78,686	\$62,459
Amount Financed [†]	\$45,256	\$80,363	\$75,752	\$59,828
Residual Value inc. GST	\$13,314	\$23,759	\$22,387	\$17,650
Monthly Rental inc. FBT	\$1,446	\$1,889	\$1,729	\$1,404
Annual Savings After Tax*	\$2,893	\$2,753	\$2,325	\$1,946
Annual FBT	\$8,998	\$15,844	\$15,000	\$11,920

ESCAPING THE CITY



Make	Isuzu	Jeep	Lexus	Mazda
Model	MU-X	Grand Cherokee	ES	CX-60
Variant	LS-T 4X4	Limited 4X4	ES300h	Evolve AWD 3.3T
Fuel Type	Diesel	ULP	PULP	ULP
Fuel Consumption (L/100km)	8.3	10.6	4.8	7.4
CO ² g/km	220	243	109	171
Seats	7	7	5	5
Recommended Retail Price	\$69,400	\$75,950	\$65,540	\$60,550
On Road Cost	\$72,806	\$79,686	\$68,699	\$65,284
Amount Financed [†]	\$69,662	\$76,792	\$65,756	\$63,137
Residual Value inc. GST	\$20,576	\$22,697	\$19,413	\$18,498
Monthly Rental inc. FBT	\$1,728	\$1,944	\$1,594	\$1,559
Annual Savings After Tax*	\$2,575	\$3,065	\$2,304	\$2,467
Annual FBT	\$13,880	\$15,190	\$13,108	\$12,110

ESCAPING THE CITY



Make	Mitsubishi	Nissan	Subaru	Toyota
Model	Triton	X-TRAIL	Outback	Landcruiser Prado
Variant	GSR Double Cab 4X4	Ti-L e-4ORCE	AWD XT Touring	GXL 4X4
Fuel Type	Diesel	PULP	PULP	Diesel
Fuel Consumption (L/100km)	7.7	6.1	9	7.6
CO² g/km	203	139	204	200
Seats	5	5	5	7
Recommended Retail Price	\$63,840	\$58,990	\$56,990	\$79,990
On Road Cost	\$66,761	\$61,819	\$59,776	\$83,926
Amount Financed[†]	\$63,901	\$59,220	\$57,284	\$81,201
Residual Value inc. GST	\$18,862	\$17,469	\$16,893	\$24,009
Monthly Rental inc. FBT	\$1,618	\$1,431	\$1,548	\$1,896
Annual Savings After Tax*	\$2,483	\$2,078	\$2,607	\$2,750
Annual FBT	\$12,768	\$11,798	\$11,398	\$15,998

FIRST NEW CAR



Make	Hyundai	Hyundai	Kia	Kia
Model	Kona	Venue	Picanto	Seltos
Variant	2WD		GT-Line	S
Fuel Type	ULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	6.6	7	6	6.9
CO² g/km	149	160	140	157
Seats	5	5	5	5
Recommended Retail Price	\$32,500	\$22,500	\$21,690	\$29,850
On Road Cost	\$34,217	\$23,917	\$23,083	\$31,489
Amount Financed[†]	\$33,018	\$23,252	\$22,461	\$30,432
Residual Value inc. GST	\$9,673	\$6,767	\$6,532	\$8,903
Monthly Rental inc. FBT	\$1,024	\$857	\$803	\$973
Annual Savings After Tax*	\$2,057	\$1,999	\$1,848	\$2,015
Annual FBT	\$6,500	\$4,500	\$4,338	\$5,970

FIRST NEW CAR



Make	Kia	Mazda	Mazda	MG
Model	Stonic	2	3	HS
Variant	S	Pure	Pure	Vibe
Fuel Type	ULP	ULP	ULP	PULP
Fuel Consumption (L/100km)	5.4	5	5.9	6.9
CO² g/km	125	117	138	156
Seats	5	5	5	5
Recommended Retail Price	\$25,460	\$24,870	\$31,190	\$33,990
On Road Cost	\$26,967	\$26,359	\$32,868	\$35,789
Amount Financed[†]	\$26,144	\$25,568	\$31,739	\$34,512
Residual Value inc. GST	\$7,628	\$7,456	\$9,292	\$10,118
Monthly Rental inc. FBT	\$850	\$801	\$950	\$1,048
Annual Savings After Tax*	\$1,813	\$1,670	\$1,860	\$2,062
Annual FBT	\$5,092	\$4,974	\$6,238	\$6,798

FIRST NEW CAR



Make	MG	MG	MG	Mitsubishi
Model	MG3	MG5	ZST	ASX
Variant	Excite hybrid	Vibe	Core	ES
Fuel Type	ULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	4.3	6.6	6.9	7.6
CO ² g/km	100	155	161	176
Seats	5	5	5	5
Recommended Retail Price	\$27,990	\$24,990	\$25,490	\$27,990
On Road Cost	\$29,572	\$26,482	\$26,997	\$29,572
Amount Financed [†]	\$28,614	\$25,684	\$26,172	\$28,614
Residual Value inc. GST	\$8,363	\$7,491	\$7,636	\$8,363
Monthly Rental inc. FBT	\$830	\$894	\$909	\$964
Annual Savings After Tax*	\$1,605	\$1,998	\$2,025	\$2,087
Annual FBT	\$5,598	\$4,998	\$5,098	\$5,598

FIRST NEW CAR



Make	SKODA	SKODA	Suzuki	Suzuki
Model	Fabia	Scala	Ignis	Jimny
Variant	Select	Select	GL	GLX
Fuel Type	PULP	PULP	ULP	ULP
Fuel Consumption (L/100km)	5	5.4	4.9	6.9
CO ² g/km	114	123	114	158
Seats	5	5	5	4
Recommended Retail Price	\$32,390	\$32,490	\$22,490	\$33,490
On Road Cost	\$34,104	\$34,207	\$23,907	\$35,237
Amount Financed [†]	\$32,911	\$33,009	\$23,242	\$33,986
Residual Value inc. GST	\$9,641	\$9,670	\$6,764	\$9,961
Monthly Rental inc. FBT	\$949	\$968	\$770	\$1,020
Annual Savings After Tax*	\$1,793	\$1,854	\$1,689	\$1,988
Annual FBT	\$6,478	\$6,498	\$4,498	\$6,698

FIRST NEW CAR



Make	Toyota	Toyota	Toyota	Volkswagen
Model	Corolla	Yaris	Yaris Cross	Polo
Variant	Ascent Sport E-CVT	Ascent Sport hybrid	GX 2WD	Style
Fuel Type	ULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	4.2	3.3	3.8	5.4
CO ² g/km	97	76	86	123
Seats	5	5	5	5
Recommended Retail Price	\$32,110	\$28,500	\$30,900	\$32,540
On Road Cost	\$33,818	\$30,097	\$32,569	\$34,260
Amount Financed [†]	\$32,640	\$29,112	\$31,456	\$33,059
Residual Value inc. GST	\$9,561	\$8,511	\$9,208	\$9,685
Monthly Rental inc. FBT	\$887	\$812	\$874	\$959
Annual Savings After Tax*	\$1,583	\$1,511	\$1,601	\$1,821
Annual FBT	\$6,422	\$5,700	\$6,180	\$6,508

GROWING FAMILIES



Make	Chery	Ford	Hyundai	Hyundai
Model	Tiggo 7 Pro	Everest	Palisade	Santa Fe
Variant	Urban	Ambiente RWD	Elite 2WD	Hybrid 2WD
Fuel Type	PULP	Diesel	PULP	ULP
Fuel Consumption (L/100km)	7	7.1	10.7	5.6
CO ² g/km	163	187	251	128
Seats	5	5	7	7
Recommended Retail Price	\$34,856	\$54,240	\$66,800	\$55,500
On Road Cost	\$36,682	\$56,891	\$70,076	\$58,211
Amount Financed [†]	\$35,359	\$54,544	\$67,069	\$55,798
Residual Value inc. GST	\$10,370	\$16,078	\$19,804	\$16,451
Monthly Rental inc. FBT	\$1,180	\$1,429	\$1,805	\$1,383
Annual Savings After Tax*	\$2,487	\$2,327	\$2,996	\$2,095
Annual FBT	\$6,971	\$10,848	\$13,360	\$11,100

GROWING FAMILIES



Make	Hyundai	Isuzu	Kia	Kia
Model	STARIA	MU-X	Carnival	Sorento
Variant	AWD	LS-M 4x2	GT-Line	HEV GT-Line
Fuel Type	Diesel	Diesel	ULP	ULP
Fuel Consumption (L/100km)	8.2	7.4	5.8	5.4
CO ² g/km	218	196	132	122
Seats	8	7	8	7
Recommended Retail Price	\$52,500	\$47,400	\$76,210	\$70,330
On Road Cost	\$55,061	\$49,706	\$79,961	\$73,786
Amount Financed [†]	\$52,805	\$47,718	\$77,078	\$70,656
Residual Value inc. GST	\$15,560	\$14,047	\$22,782	\$20,871
Monthly Rental inc. FBT	\$1,414	\$1,289	\$1,710	\$1,614
Annual Savings After Tax*	\$2,370	\$2,199	\$2,213	\$2,117
Annual FBT	\$10,500	\$9,480	\$15,242	\$14,066

GROWING FAMILIES



Make	LDV	Mazda	Mercedes-Benz	Mitsubishi
Model	MIFA	CX-90	GLB-Class	Pajero Sport
Variant	Mode	Touring	GLB200	GLS 4X4
Fuel Type	ULP	ULP	PULP	Diesel
Fuel Consumption (L/100km)	9.3	8.2	7.5	8
CO ² g/km	214	189	171	212
Seats	7	7	7	7
Recommended Retail Price	\$53,990	\$74,550	\$66,900	\$56,890
On Road Cost	\$56,626	\$78,216	\$70,124	\$59,671
Amount Financed [†]	\$54,292	\$75,263	\$67,109	\$57,185
Residual Value inc. GST	\$16,003	\$22,242	\$19,816	\$16,863
Monthly Rental inc. FBT	\$1,404	\$1,824	\$1,747	\$1,497
Annual Savings After Tax*	\$2,253	\$2,682	\$2,781	\$2,427
Annual FBT	\$10,798	\$14,910	\$13,380	\$11,378

GROWING FAMILIES



Make	Nissan	SKODA	Toyota	Toyota
Model	Pathfinder	Kodiaq	Granvia	Kluger
Variant	ST-L	Sportline		GXL eFour
Fuel Type	ULP	PULP	Diesel	PULP
Fuel Consumption (L/100km)	10	8.2	8	5.6
CO ² g/km	234	186	211	128
Seats	8	7	8	7
Recommended Retail Price	\$59,670	\$54,990	\$70,306	\$70,440
On Road Cost	\$62,591	\$57,676	\$73,762	\$73,901
Amount Financed [†]	\$59,959	\$55,289	\$70,631	\$70,775
Residual Value inc. GST	\$17,689	\$16,299	\$20,864	\$20,907
Monthly Rental inc. FBT	\$1,654	\$1,477	\$1,700	\$1,627
Annual Savings After Tax*	\$2,842	\$2,460	\$2,427	\$2,157
Annual FBT	\$11,934	\$10,998	\$14,061	\$14,088

GROWING FAMILIES



Make	Toyota	Volkswagen	Volkswagen	Volkswagen
Model	Landcruiser Prado	Caddy	Multivan	Tiguan
Variant	GX 4X4	Cargo Crewvan LWB	Comfortline Premium	R-Line Allspace
Fuel Type	Diesel	Diesel	Diesel	PULP
Fuel Consumption (L/100km)	7.6	4.9	6.6	8.6
CO ² g/km	200	129	175	197
Seats	5	5	7	7
Recommended Retail Price	\$72,500	\$52,090	\$72,290	\$60,590
On Road Cost	\$76,061	\$54,489	\$75,841	\$63,556
Amount Financed [†]	\$73,022	\$52,249	\$72,793	\$60,875
Residual Value inc. GST	\$21,575	\$15,395	\$21,507	\$17,961
Monthly Rental inc. FBT	\$1,756	\$1,272	\$1,659	\$1,588
Annual Savings After Tax*	\$2,511	\$1,879	\$2,170	\$2,555
Annual FBT	\$14,500	\$10,418	\$14,458	\$12,118

JUST FOR FUN



Make	Ford	Honda	Hyundai	Hyundai
Model	Mustang	Civic	i20	i30
Variant	GT Fastback	Type R	N	N
Fuel Type	PULP	PULP	ULP	PULP
Fuel Consumption (L/100km)	12.8	8.9	6.9	8.5
CO ² g/km	293	203	157	199
Seats	4	4	5	5
Recommended Retail Price	\$80,902	\$74,100	\$35,500	\$53,500
On Road Cost	\$85,162	\$77,647	\$37,307	\$56,017
Amount Financed [†]	\$82,486	\$74,671	\$35,948	\$53,705
Residual Value inc. GST	\$24,391	\$22,066	\$10,545	\$15,828
Monthly Rental inc. FBT	\$2,341	\$1,835	\$1,074	\$1,466
Annual Savings After Tax*	\$4,321	\$2,738	\$2,072	\$2,502
Annual FBT	\$16,201	\$14,820	\$7,100	\$10,700

JUST FOR FUN



Make	Jeep	Mazda	MINI	Nissan
Model	Wrangler	MX-5	Cooper	Z
Variant	Unlimited 4X4	GT	S	
Fuel Type	PULP	PULP	PULP	PULP
Fuel Consumption (L/100km)	9.2	7.1	6.3	9.8
CO ² g/km	209	165	145	227
Seats	5	2	4	2
Recommended Retail Price	\$75,950	\$48,640	\$52,990	\$75,800
On Road Cost	\$79,686	\$51,179	\$55,482	\$79,694
Amount Financed [†]	\$76,792	\$49,133	\$53,197	\$76,800
Residual Value inc. GST	\$22,697	\$14,468	\$15,677	\$22,699
Monthly Rental inc. FBT	\$1,865	\$1,489	\$1,469	\$2,118
Annual Savings After Tax*	\$2,783	\$2,849	\$2,539	\$3,700
Annual FBT	\$15,190	\$9,728	\$10,598	\$15,160

JUST FOR FUN



Make	Subaru	Subaru	Toyota	Toyota
Model	BRZ	WRX	Corolla	GR86
Variant	tS	tS Sport AWD	GR i-MT GR-FOUR	GTS
Fuel Type	PULP	PULP	PULP	PULP
Fuel Consumption (L/100km)	8.8	8.5	8.4	9.5
CO ² g/km	201	192	191	217
Seats	4	5	5	4
Recommended Retail Price	\$49,690	\$57,990	\$64,190	\$45,390
On Road Cost	\$52,279	\$60,732	\$67,242	\$47,764
Amount Financed [†]	\$50,178	\$58,184	\$64,368	\$45,889
Residual Value inc. GST	\$14,778	\$17,161	\$19,001	\$13,502
Monthly Rental inc. FBT	\$1,608	\$1,524	\$1,665	\$1,543
Annual Savings After Tax*	\$3,222	\$2,464	\$2,633	\$3,220
Annual FBT	\$9,938	\$11,598	\$12,838	\$9,078

JUST FOR FUN



Make	Toyota	Toyota	Volkswagen	Volkswagen
Model	Hilux	Supra	Golf	T-Roc
Variant	GR Sport Double Cab	GR	GTI	R 4MOTION
Fuel Type	Diesel	ULP	PULP	PULP
Fuel Consumption (L/100km)	8.1	7.5	7	8
CO ² g/km	213	169	159	182
Seats	5	2	5	5
Recommended Retail Price	\$74,310	\$86,295	\$56,090	\$63,490
On Road Cost	\$77,546	\$92,522	\$58,737	\$66,507
Amount Financed [†]	\$74,128	\$90,141	\$56,289	\$63,670
Residual Value inc. GST	\$21,904	\$26,669	\$16,597	\$18,793
Monthly Rental inc. FBT	\$1,804	\$2,232	\$1,434	\$1,611
Annual Savings After Tax*	\$2,584	\$3,681	\$2,245	\$2,478
Annual FBT	\$14,862	\$17,603	\$11,218	\$12,698

PRACTICAL FOR WORK



Make	Ford	Honda	Hyundai	Hyundai
Model	Ranger	Civic	i30	Kona
Variant	XLT Double Cab	e:HEV L	Hybrid Elite D-CT	Hybrid D-CT 2WD
Fuel Type	Diesel	ULP	ULP	ULP
Fuel Consumption (L/100km)	7.2	4.2	3.9	3.9
CO ² g/km	189	96	92	88
Seats	5	5	5	5
Recommended Retail Price	\$63,640	\$49,900	\$37,500	\$36,500
On Road Cost	\$66,555	\$52,237	\$39,367	\$38,337
Amount Financed [†]	\$63,706	\$50,114	\$37,902	\$36,925
Residual Value inc. GST	\$18,803	\$14,760	\$11,126	\$10,835
Monthly Rental inc. FBT	\$1,579	\$1,202	\$974	\$974
Annual Savings After Tax*	\$2,354	\$1,748	\$1,603	\$1,656
Annual FBT	\$12,728	\$9,980	\$7,500	\$7,300

PRACTICAL FOR WORK



Make	Hyundai	Hyundai	Isuzu	Kia
Model	Tucson	Venue	D-MAX	Sportage
Variant	2WD	Elite	SX Crew Cab 4X4	HEV SX
Fuel Type	ULP	ULP	Diesel	ULP
Fuel Consumption (L/100km)	8.1	7.2	6.9	4.9
CO ² g/km	184	165	180	110
Seats	5	5	5	5
Recommended Retail Price	\$39,100	\$29,250	\$50,700	\$45,950
On Road Cost	\$41,052	\$30,871	\$53,225	\$48,129
Amount Financed [†]	\$39,503	\$29,846	\$51,066	\$46,215
Residual Value inc. GST	\$11,602	\$8,729	\$15,043	\$13,599
Monthly Rental inc. FBT	\$1,191	\$984	\$1,345	\$1,156
Annual Savings After Tax*	\$2,295	\$2,089	\$2,217	\$1,798
Annual FBT	\$7,820	\$5,850	\$10,140	\$9,190

PRACTICAL FOR WORK



Make	LDV	MG	Mitsubishi	Toyota
Model	T60	ZS	Triton	Camry
Variant	Max PLUS 4X4	Excite hybrid	GLS Double Cab 4X4	Ascent
Fuel Type	Diesel	PULP	Diesel	PULP
Fuel Consumption (L/100km)	8.9	4.7	7.7	4
CO ² g/km	232	110	203	91
Seats	5	5	5	5
Recommended Retail Price	\$50,516	\$33,990	\$59,090	\$39,990
On Road Cost	\$53,038	\$35,752	\$61,867	\$41,969
Amount Financed [†]	\$50,889	\$34,474	\$59,260	\$40,372
Residual Value inc. GST	\$14,990	\$10,106	\$17,481	\$11,861
Monthly Rental inc. FBT	\$1,371	\$942	\$1,538	\$1,028
Annual Savings After Tax*	\$2,322	\$1,680	\$2,457	\$1,661
Annual FBT	\$10,103	\$6,798	\$11,818	\$7,998

PRACTICAL FOR WORK



Make	Toyota	Toyota	Toyota	Volkswagen
Model	Corolla Cross	Hilux	RAV4	Amarok
Variant	GX 2WD hybrid	SR5 Double Cab 4X4	GX 2WD	Style 4MOTION
Fuel Type	ULP	Diesel	ULP	Diesel
Fuel Consumption (L/100km)	4.3	7.2	4.7	7.2
CO ² g/km	97	189	107	189
Seats	5	5	5	5
Recommended Retail Price	\$36,480	\$63,260	\$42,260	\$69,740
On Road Cost	\$38,317	\$66,163	\$44,308	\$72,838
Amount Financed [†]	\$36,906	\$63,334	\$42,590	\$69,663
Residual Value inc. GST	\$10,830	\$18,693	\$12,521	\$20,576
Monthly Rental inc. FBT	\$975	\$1,401	\$1,080	\$1,657
Annual Savings After Tax*	\$1,663	\$1,735	\$1,723	\$2,303
Annual FBT	\$7,296	\$12,652	\$8,452	\$13,948

STARTING A FAMILY



Make	Chery	Chery	CUPRA	GWM
Model	OMODA 5	Tiggo 4 Pro	Ateca	Haval H6
Variant	BX	Ultimate	V DSG 4Drive	Lux DHT hybrid
Fuel Type	ULP	ULP	PULP	ULP
Fuel Consumption (L/100km)	6.9	7.3	7.1	5.2
CO ² g/km	164	166	160	120
Seats	5	5	5	5
Recommended Retail Price	\$31,204	\$24,990	\$51,990	\$42,490
On Road Cost	\$32,885	\$26,482	\$54,469	\$44,544
Amount Financed [†]	\$31,756	\$25,684	\$52,238	\$42,814
Residual Value inc. GST	\$9,297	\$7,491	\$15,391	\$12,588
Monthly Rental inc. FBT	\$1,124	\$1,009	\$1,361	\$1,099
Annual Savings After Tax*	\$2,485	\$2,413	\$2,206	\$1,780
Annual FBT	\$6,241	\$4,998	\$10,398	\$8,498

STARTING A FAMILY



Make	GWM	Honda	Honda	Kia
Model	Haval Jolion	CR-V	HR-V	Sportage
Variant	Lux DHT hybrid	e:HEV RS	e:HEV X	HEV GT-Line
Fuel Type	ULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	5.1	5.5	4.3	4.9
CO ² g/km	118	125	98	110
Seats	5	5	4	5
Recommended Retail Price	\$34,790	\$60,400	\$39,900	\$55,420
On Road Cost	\$36,576	\$63,299	\$41,839	\$58,074
Amount Financed [†]	\$35,255	\$60,626	\$40,246	\$55,663
Residual Value inc. GST	\$10,339	\$17,887	\$11,823	\$16,410
Monthly Rental inc. FBT	\$968	\$1,418	\$1,040	\$1,317
Annual Savings After Tax*	\$1,728	\$1,951	\$1,709	\$1,862
Annual FBT	\$6,958	\$12,080	\$7,980	\$11,084

STARTING A FAMILY



Make	Lexus	Mazda	Mazda	Mercedes-Benz
Model	NX	6	CX-5	GLA-Class
Variant	NX350h E-CVT	Touring	Maxx Sport FWD	GLA200 City Edition
Fuel Type	PULP	ULP	ULP	PULP
Fuel Consumption (L/100km)	5	7	7.2	7.4
CO ² g/km	113	164	167	167
Seats	5	5	5	5
Recommended Retail Price	\$71,600	\$42,260	\$40,310	\$63,900
On Road Cost	\$75,059	\$44,308	\$42,301	\$66,937
Amount Financed [†]	\$71,980	\$42,590	\$40,687	\$64,079
Residual Value inc. GST	\$21,265	\$12,521	\$11,955	\$18,914
Monthly Rental inc. FBT	\$1,710	\$1,190	\$1,157	\$1,686
Annual Savings After Tax*	\$2,392	\$2,122	\$2,109	\$2,726
Annual FBT	\$14,320	\$8,452	\$8,062	\$12,780

STARTING A FAMILY



Make	MG	MG	Mitsubishi	Mitsubishi
Model	HS	ZST	ASX	Eclipse Cross
Variant	Essence	Essence	Exceed	LS
Fuel Type	PULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	6.9	7.1	7.9	7.3
CO ² g/km	156	162	186	165
Seats	5	5	5	5
Recommended Retail Price	\$40,990	\$30,490	\$35,240	\$34,740
On Road Cost	\$42,999	\$32,147	\$37,041	\$36,526
Amount Financed [†]	\$41,349	\$31,056	\$35,696	\$35,208
Residual Value inc. GST	\$12,152	\$9,089	\$10,470	\$10,325
Monthly Rental inc. FBT	\$1,176	\$1,025	\$1,108	\$1,069
Annual Savings After Tax*	\$2,138	\$2,170	\$2,208	\$2,097
Annual FBT	\$8,198	\$6,098	\$7,048	\$6,948

STARTING A FAMILY



Make	Nissan	Peugeot	SKODA	Subaru
Model	QASHQAI	3008	Karoq	Crosstrek
Variant	TI e-POWER	Allure e-DCS	Select	Hybrid L AWD
Fuel Type	PULP	PULP	PULP	ULP
Fuel Consumption (L/100km)	5.2	4.9	6.6	6.5
CO ² g/km	117	113	149	147
Seats	5	5	5	5
Recommended Retail Price	\$52,090	\$52,990	\$39,990	\$38,590
On Road Cost	\$54,537	\$55,519	\$41,969	\$40,490
Amount Financed [†]	\$52,299	\$53,235	\$40,372	\$38,967
Residual Value inc. GST	\$15,410	\$15,688	\$11,861	\$11,443
Monthly Rental inc. FBT	\$1,302	\$1,297	\$1,133	\$1,095
Annual Savings After Tax*	\$1,988	\$1,923	\$2,039	\$1,980
Annual FBT	\$10,418	\$10,598	\$7,998	\$7,718

STARTING A FAMILY



Make	Suzuki	Toyota	Toyota	Volkswagen
Model	Jimny	Corolla Cross	RAV4	T-Cross
Variant	XL	Atmos eFour	Edge eFour	R-Line
Fuel Type	ULP	ULP	ULP	PULP
Fuel Consumption (L/100km)	6.9	4.4	4.8	5.4
CO ² g/km	161	101	109	123
Seats	4	5	5	5
Recommended Retail Price	\$36,490	\$50,030	\$58,360	\$40,990
On Road Cost	\$38,327	\$52,377	\$61,159	\$42,962
Amount Financed [†]	\$36,916	\$50,247	\$58,593	\$41,311
Residual Value inc. GST	\$10,833	\$14,799	\$17,282	\$12,140
Monthly Rental inc. FBT	\$1,038	\$1,221	\$1,367	\$1,111
Annual Savings After Tax*	\$1,887	\$1,810	\$1,879	\$1,907
Annual FBT	\$7,298	\$10,006	\$11,672	\$8,198

URBAN CHIC



Make	Audi	Genesis	Honda	Hyundai
Model	Q2	GV70	ZR-V	Kona
Variant	35 TFSI S tronic	2.5T ADVANCED AWD	e:HEV LX	Hybrid Premium N Line
Fuel Type	PULP	PULP	ULP	ULP
Fuel Consumption (L/100km)	5.2	10.3	5	3.9
CO ² g/km	119	235	114	88
Seats	5	5	5	5
Recommended Retail Price	\$49,400	\$78,500	\$55,400	\$46,500
On Road Cost	\$51,712	\$82,304	\$58,049	\$48,667
Amount Financed [†]	\$49,615	\$79,514	\$55,639	\$46,723
Residual Value inc. GST	\$14,611	\$23,507	\$16,403	\$13,750
Monthly Rental inc. FBT	\$1,346	\$1,966	\$1,311	\$1,141
Annual Savings After Tax*	\$2,293	\$3,052	\$1,842	\$1,712
Annual FBT	\$9,880	\$15,700	\$11,080	\$9,300

URBAN CHIC



Make	Kia	Kia	Lexus	Lexus
Model	Niro	Seltos	LBX	UX
Variant	HEV GT-Line	GT-Line AWD	Luxury E-CVT	UX300h E-CVT
Fuel Type	ULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	4	7.4	3.8	4.2
CO ² g/km	91	175	85	99
Seats	5	5	5	5
Recommended Retail Price	\$50,650	\$45,270	\$47,550	\$63,110
On Road Cost	\$53,027	\$47,377	\$49,772	\$66,112
Amount Financed [†]	\$50,865	\$45,498	\$47,773	\$63,295
Residual Value inc. GST	\$14,983	\$13,386	\$14,063	\$18,681
Monthly Rental inc. FBT	\$1,213	\$1,274	\$1,242	\$1,530
Annual Savings After Tax*	\$1,744	\$2,259	\$2,021	\$2,206
Annual FBT	\$10,130	\$9,054	\$9,510	\$12,622

URBAN CHIC



Make	Mazda	Mazda	Mercedes-Benz	Mercedes-Benz
Model	CX-3	CX-30	A-Class	CLA-Class
Variant	Touring	Astina AWD	A250	CLA200 Coupe
Fuel Type	ULP	ULP	PULP	PULP
Fuel Consumption (L/100km)	6.3	6.8	7	6.7
CO ² g/km	146	157	160	152
Seats	5	5	5	5
Recommended Retail Price	\$34,450	\$48,340	\$73,000	\$72,400
On Road Cost	\$36,227	\$50,602	\$76,492	\$75,899
Amount Financed [†]	\$34,924	\$48,561	\$73,470	\$72,853
Residual Value inc. GST	\$10,240	\$14,297	\$21,708	\$21,525
Monthly Rental inc. FBT	\$1,035	\$1,297	\$1,861	\$1,763
Annual Savings After Tax*	\$1,989	\$2,173	\$2,869	\$2,540
Annual FBT	\$6,890	\$9,668	\$14,600	\$14,480

URBAN CHIC



Make	Nissan	Peugeot	Renault	SKODA
Model	JUKE	308	Arkana	Kamiq
Variant	ST-L	GT e-DCS	Esprit Alpine Coupe	Select
Fuel Type	PULP	PULP	ULP	PULP
Fuel Consumption (L/100km)	5.8	4.2	5.9	5.5
CO ² g/km	136	95	133	125
Seats	5	5	5	5
Recommended Retail Price	\$34,940	\$48,990	\$45,000	\$32,890
On Road Cost	\$36,732	\$51,282	\$47,092	\$34,619
Amount Financed [†]	\$35,403	\$49,207	\$45,227	\$33,400
Residual Value inc. GST	\$10,383	\$14,490	\$13,305	\$9,786
Monthly Rental inc. FBT	\$1,035	\$1,202	\$1,214	\$979
Annual Savings After Tax*	\$1,963	\$1,798	\$2,057	\$1,872
Annual FBT	\$6,988	\$9,798	\$9,000	\$6,578

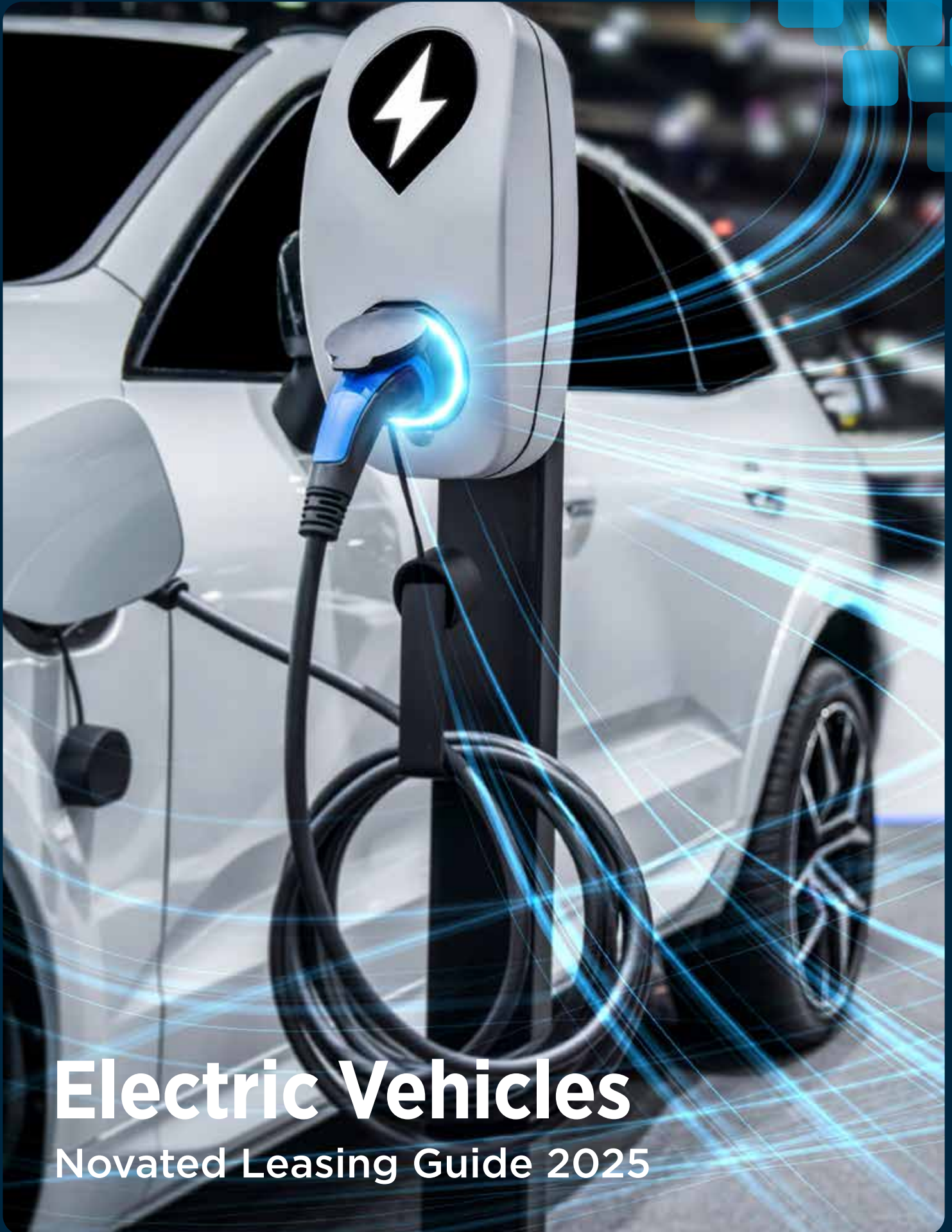
URBAN CHIC



Make	Suzuki	Toyota	Toyota	Toyota
Model	Swift	C-HR	Corolla	Yaris Cross
Variant	Hybrid	GR Sport eFour	ZR E-CVT	Urban AWD hybrid
Fuel Type	PULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	4	4.1	5.9	4
CO ² g/km	90	94	0	90
Seats	5	5	5	5
Recommended Retail Price	\$25,490	\$54,990	\$40,260	\$39,880
On Road Cost	\$26,997	\$57,582	\$42,211	\$41,819
Amount Financed [†]	\$26,172	\$55,192	\$40,599	\$40,227
Residual Value inc. GST	\$7,636	\$16,270	\$11,928	\$11,818
Monthly Rental inc. FBT	\$787	\$1,306	\$1,124	\$1,042
Annual Savings After Tax*	\$1,585	\$1,844	\$1,992	\$1,719
Annual FBT	\$5,098	\$10,998	\$8,052	\$7,976



Fleet
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Electric Vehicles

Novated Leasing Guide 2025

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.

Can an EV tow a boat or caravan?

Yes, the Kia EV9 has a towing capacity of 2,500 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.

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) if delivered before 31st March 2025). 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. This can save you thousands of dollars if you plan to make your next car electric.

For example, if you lease a Hyundai Kona Premium N Line hybrid model, you'll pay \$9,300 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.

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 an exemption from FBT, make more sense in a salary packaging arrangement despite the high purchase price.

Electric cars 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 308 hatchback compared to the electric e-308. 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-308 to the petrol 308 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 308	\$43,990	\$489	\$13,228
Peugeot e-308	\$61,490	\$423	\$31,491

Based on a novated lease quote from Paywise in January 2025. (Annual salary \$90k, 15,000km per annum, 5 year novated lease)

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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.

You only need to look at the fuel consumption of the top selling Toyota RAV4 to understand how a hybrid can keep more money in your pocket each week.

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



Over half a million hybrids sold in Australia

For over two decades, Toyota has been a dominant force in the hybrid vehicle space, pioneering the market since the Prius' introduction to Australia in 2001. The company's commitment to hybrid technology

has shaped consumer perceptions, moving hybrids from niche products to desirable, mainstream choices—a success most evident with the RAV4 Hybrid's runaway popularity. Toyota underlined the rapidly growing popularity of electrified vehicles by delivering its 500,000th hybrid car in Australia in late 2024.



Model	Fuel Consumption (Urban Cycle)	Annual Fuel Cost	CO ² (Urban Cycle)
RAV4 petrol	7.1 L/100km	\$1,663	162 g/km
RAV4 hybrid	4.8 L/100km	\$1,303	108 g/km

Source: <https://www.greenvehicleguide.gov.au>

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 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. Faster chargers may be quicker, but they cost more and could have an 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 reading some horror stories on social media. Though as we all know, social media doesn't always reflect reality. State and Federal governments have been funding charging stations so private operators can build them at a rapid pace in the last few years which has improved the public charging experience and created larger, more reliable networks.

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

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 NSW

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 a dedicated cable 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.



much you pay will vary by supplier, charging speed and location. In 2024 the average cost for 50kW charging was \$0.70 per kilowatt and the faster the charger, the more you pay.

However with a novated lease, your actual cost isn't \$0.70 per kilowatt. **The GST is claimed by the provider of novated leasing which reduces the cost to approximately \$0.64.** Then when you pay with pre-tax contributions, the cost per kilowatt is reduced depending on your income. For someone earning between \$45,001 and \$135,000 per annum (FY24/25), the cost will reduce to approximately \$0.45 per kilowatt.

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.



Fringe Benefits Tax (FBT) – *implications*

Andy Larmour is a Senior Leader in KPMG's Fleet & Fuel Tax business Advisory practice and with the introduction of the exemption for electric vehicles has received more queries from employers in connection with novated leasing in the past year than he had in the previous ten!

Novated leasing can have FBT implications for employers and, by extension in the context of novated leasing, their employees. When an employer provides a vehicle by way of a novated lease arrangement, it is considered a fringe benefit, and the employer is liable for FBT on the taxable value of the car benefit. For the 2024/25 financial year, FBT on a novated lease is charged at 47% on the grossed up taxable value of the benefit.

To mitigate the FBT liability, employees can make after-tax contributions towards the cost of the vehicle, which can be set to reduce the taxable value of the car benefit and, consequently, the FBT payable by their employer to nil. This approach is often referred to as the Employee Contribution Method (ECM).

Electric Vehicle FBT Discount

Recent changes in legislation have introduced FBT exemptions for certain electric vehicles (EVs) including where they are provided under a novated lease arrangement. The Australian Government has enacted legislation to encourage the adoption of EVs by offering FBT exemption for eligible vehicles. Where an employee leases an eligible EV, the employer may not be liable for FBT on the car benefit, resulting in significant cost savings that can be passed on to the

employee where a novated lease arrangement is in place.

Where a car is exempt from FBT, novated lease arrangements can be implemented that do not require a post-tax contribution and do not require the employer to pay FBT on the provision of the car.

Even where a car is exempt from FBT, employers still need to collate data on the provision of them and calculate the fringe benefit that would have arisen but for the exemption and employees will still likely see a material amount on their income statement that reflects 20% of the price of the vehicle grossed up at 47%.

Novated leasing offers a range of financial benefits for both employees and employers, including tax savings and reduced out-of-pocket running costs.

The information in this article is of a general nature and is not intended to address the specific circumstances of any particular individual or entity. Appropriate professional advice should be obtained before acting on this information.

Andy Larmour
Principal Director
Fleet & Fuel Tax Advisory
alarmour@kpmg.com.au
+61 8 9263 7730

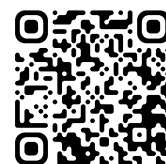


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Scan to learn more.



*Seek professional financial and taxation advice before making any financial decisions regarding a novated lease.

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 \$0.70 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 \$0.70 kWh being advertised as the price to charge isn't what you'll pay with a novated lease. It will be closer to \$0.45 kWh which is a 36% saving. Why? The leasing provider will claim the GST (approximately \$0.06) and then you'll pay from pre-tax dollars which delivers the additional discount.



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. Below is a comparison of the cost to travel 100 km in an electric Hyundai Kona which is available with multiple powertrain options.

If you decide to purchase an EV in a novated lease, there's several ways to pay for charging. The table below provides an indication of the cost to travel 100 kilometres using the different options.

Vehicle	Consumption Rate	Cost per kWh/Litre	Cost to travel 100 kilometres	Cost to travel 15,000 kilometres each year
Hyundai Kona Petrol	6.6 L/100km	\$1.89	\$12.47	\$1,871
Hyundai Kona Hybrid	3.9 L/100km	\$1.89	\$7.37	\$1,106
Hyundai Kona EV	14.8 kWh/100km	\$0.30	\$4.44	\$666

Charging Method	Consumption Rate	Cost per kWh	Cost to travel 100 kilometres	Cost to travel 15,000 kilometres each year
Solar electricity at home	14.8 kWh/100km	\$0.00	\$0.00	\$0.00
Grid electricity at home	14.8 kWh/100km	\$0.30	\$4.44	\$666
Public Charging – AC (Slow)	14.8 kWh/100km	\$0.40	\$5.92	\$888
Public Charging – DC (Fast)	14.8 kWh/100km	\$0.70	\$10.36	\$1,554

Top 10 Selling EVs in Australia

Rank	EV Model	On Road Cost [^]	Estimated Range ^{##}	Price/Range	Sales 2024 ^{**}
1	Tesla Model Y	\$58,574	350km	\$167/km	21,253
2	Tesla Model 3	\$57,524	420km	\$137/km	17,094
3	MG MG4	\$39,872	300km	\$133/km	6,935
4	BYD Seal	\$72,067	445km	\$162/km	6,393
5	BYD Atto 3	\$46,613	330km	\$141/km	5,751
6	BMW iX1	\$82,687	390km	\$212/km	2,618
7	Volvo EX30	\$74,697	335km	\$222/km	2,129
8	BYD Dolphin	\$38,739	265km	\$146/km	2,116
9	BMW i4	\$90,074	430km	\$206/km	2,062
10	Kia EV6	\$76,156	460km	\$166/km	1,785

Source - <https://ev-database.org> ** Carloop <https://carloop.com.au> ^ 2025 Novated Leasing Guide

ELECTRIC



Make	Audi	BMW	BMW	BMW
Model	Q4 e-tron	i4	iX1	iX2
Variant	45	eDrive35 Gran Coupe	eDrive20	eDrive20 Coupe
Range*	435km	430km	390km	395km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$84,900	\$85,900	\$78,900	\$82,900
On Road Cost	\$89,024	\$90,074	\$82,687	\$86,887
Amount Financed [†]	\$86,503	\$87,595	\$79,913	\$84,281
Residual Value inc. GST	\$25,586	\$25,911	\$23,625	\$24,925
Monthly Rental inc. FBT	\$1,879	\$1,922	\$1,778	\$1,870
Annual Savings After Tax*	\$7,146	\$7,323	\$6,667	\$7,075
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	BYD	BYD	BYD	Chery
Model	ATTO 3	Dolphin	Seal	OMODA E5
Variant	Standard	Dynamic	Performance AWD	EX
Range*	330km	265km	445km	345km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$44,499	\$36,890	\$68,748	\$45,990
On Road Cost	\$46,613	\$38,739	\$72,067	\$48,132
Amount Financed [†]	\$44,776	\$37,306	\$68,955	\$46,215
Residual Value inc. GST	\$13,171	\$10,949	\$20,365	\$13,599
Monthly Rental inc. FBT	\$1,077	\$933	\$1,530	\$1,209
Annual Savings After Tax*	\$4,017	\$3,499	\$5,649	\$4,493
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Abarth	CUPRA	Deepal	Ford
Model	500e	Born	S07	Mustang Mach-E
Variant	Scorpionissima			Select
Range*	225km	460km	N/A	385km
CO ² g/km	0	0	0	0
Seats	4	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$60,500	\$59,990	\$53,900	\$64,990
On Road Cost	\$63,367	\$62,832	\$56,699	\$68,176
Amount Financed [†]	\$60,687	\$60,179	\$54,376	\$65,264
Residual Value inc. GST	\$17,905	\$17,754	\$16,028	\$19,267
Monthly Rental inc. FBT	\$1,342	\$1,333	\$1,226	\$1,467
Annual Savings After Tax*	\$4,973	\$4,942	\$4,557	\$5,421
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	GWM	Hyundai	Hyundai	Hyundai
Model	Ora	IONIQ 5	IONIQ 5	IONIQ 6
Variant	Extended Range	2WD	DYNAMIQ N Line AWD	2WD
Range*	260km	345km	440km	495km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$40,990	\$69,800	\$87,800	\$66,500
On Road Cost	\$42,962	\$73,169	\$92,069	\$69,704
Amount Financed [†]	\$41,311	\$70,014	\$89,670	\$66,710
Residual Value inc. GST	\$12,140	\$20,680	\$26,528	\$19,697
Monthly Rental inc. FBT	\$1,016	\$1,481	\$1,816	\$1,446
Annual Savings After Tax*	\$3,800	\$5,474	\$6,975	\$5,346
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Hyundai	Hyundai	Hyundai	Kia
Model	IONIQ 6	Kona	Kona	EV5
Variant	EPIQ AWD	Electric	Electric N Line	Air
Range*	440km	295km	390km	400km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$86,500	\$54,000	\$62,000	\$56,770
On Road Cost	\$90,704	\$56,542	\$64,942	\$59,489
Amount Financed [†]	\$88,250	\$54,204	\$62,183	\$57,007
Residual Value inc. GST	\$26,106	\$15,976	\$18,350	\$16,810
Monthly Rental inc. FBT	\$1,831	\$1,231	\$1,385	\$1,280
Annual Savings After Tax*	\$7,004	\$4,575	\$5,129	\$4,751
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Kia	Kia	Kia	Kia
Model	EV5	EV6	EV6	Niro
Variant	GT-Line AWD	Air	GT-Line AWD	EV GT-Line
Range*	470km	460km	450km	385km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$71,770	\$72,590	\$87,590	\$72,360
On Road Cost	\$75,239	\$76,156	\$91,906	\$75,822
Amount Financed [†]	\$72,167	\$73,120	\$89,500	\$72,773
Residual Value inc. GST	\$21,321	\$21,605	\$26,478	\$21,501
Monthly Rental inc. FBT	\$1,543	\$1,589	\$1,868	\$1,566
Annual Savings After Tax*	\$5,697	\$5,866	\$7,162	\$5,781
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Leapmotor	Mercedes-Benz	Mercedes-Benz	MG
Model	C10	EQA	EQB	Cyberster
Variant	Style	EQA250	EQB250+	
Range*	420km	395km	415km	400km
CO ² g/km	0	0	0	0
Seats	5	5	7	2
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$45,888	\$82,300	\$89,100	\$115,000
On Road Cost	\$48,287	\$86,257	\$93,434	\$128,293
Amount Financed [†]	\$46,385	\$83,625	\$91,090	\$127,343
Residual Value inc. GST	\$13,650	\$24,730	\$26,951	\$37,737
Monthly Rental inc. FBT	\$1,094	\$1,848	\$1,976	\$2,472
Annual Savings After Tax*	\$4,081	\$6,986	\$7,578	\$3,348
Annual FBT	\$0	\$0	\$0	\$24,417

ELECTRIC



Make	MG	MG	MG	MG
Model	MG4	MG4	MG4	ZS EV
Variant	Excite	Long Range	XPOWER AWD	Long Range
Range*	300km	425km	320km	370km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$37,990	\$50,990	\$55,990	\$46,990
On Road Cost	\$39,872	\$53,382	\$58,632	\$49,182
Amount Financed [†]	\$38,381	\$51,202	\$56,189	\$47,212
Residual Value inc. GST	\$11,268	\$15,083	\$16,567	\$13,896
Monthly Rental inc. FBT	\$937	\$1,165	\$1,249	\$1,092
Annual Savings After Tax*	\$3,516	\$4,336	\$4,639	\$4,073
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	MINI	MINI	Peugeot	Polestar
Model	Cooper	Countryman	E-308	2
Variant	SE	SE ALL4	GT	Long Range Dual Motor
Range*	330km	365km	300km	450km
CO ² g/km	0	0	0	0
Seats	4	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$58,990	\$77,990	\$61,490	\$80,380
On Road Cost	\$61,782	\$81,732	\$64,407	\$84,279
Amount Financed [‡]	\$59,182	\$78,919	\$61,675	\$81,568
Residual Value inc. GST	\$17,457	\$23,330	\$18,199	\$24,118
Monthly Rental inc. FBT	\$1,435	\$1,780	\$1,359	\$1,799
Annual Savings After Tax*	\$5,307	\$6,654	\$5,036	\$6,772
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Polestar	Renault	SKODA	smart
Model	2	Megane E-Tech	Enyaq	#1
Variant	Std Range Single Motor	Techno	Sportline Coupe	Pro+
Range*	415km	380km	561km	335km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$62,400	\$54,990	\$69,990	\$54,900
On Road Cost	\$65,399	\$57,582	\$73,369	\$57,749
Amount Financed [‡]	\$62,621	\$55,192	\$70,222	\$55,374
Residual Value inc. GST	\$18,481	\$16,270	\$20,742	\$16,324
Monthly Rental inc. FBT	\$1,479	\$1,284	\$1,491	\$1,249
Annual Savings After Tax*	\$5,467	\$4,765	\$5,509	\$4,637
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	smart	Subaru	Tesla	Tesla
Model	#3	Solterra	Model 3	Model 3
Variant	BRABUS AWD	AWD	Long Range AWD	Rear-Wheel Drive
Range*	335km	320km	525km	420km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$70,900	\$69,990	\$64,900	\$54,900
On Road Cost	\$74,549	\$73,369	\$68,024	\$57,524
Amount Financed [‡]	\$71,449	\$70,222	\$65,114	\$55,140
Residual Value inc. GST	\$21,107	\$20,742	\$19,223	\$16,255
Monthly Rental inc. FBT	\$1,523	\$1,507	\$1,494	\$1,325
Annual Savings After Tax*	\$5,624	\$5,567	\$5,519	\$4,912
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Tesla	Toyota	Toyota	Volvo
Model	Model Y	bZ4X	bZ4X	C40
Variant	Rear-Wheel Drive	2WD	AWD	Recharge
Range*	350km	350km	345km	360km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$55,900	\$66,000	\$74,900	\$78,990
On Road Cost	\$58,574	\$69,179	\$78,524	\$82,782
Amount Financed [†]	\$56,137	\$66,212	\$75,583	\$80,011
Residual Value inc. GST	\$16,552	\$19,549	\$22,337	\$23,655
Monthly Rental inc. FBT	\$1,349	\$1,441	\$1,599	\$1,764
Annual Savings After Tax*	\$4,997	\$5,330	\$5,946	\$6,619
Annual FBT	\$0	\$0	\$0	\$0

ELECTRIC



Make	Volvo	Volvo	XPeng	Zeekr
Model	EX30	EX40	G6	X
Variant	Twin Motor AWD	Ultra Extended Range	Long Range	AWD
Range*	335km	400km	480km	345km
CO ² g/km	0	0	0	0
Seats	5	5	5	5
Fuel Type	Electric	Electric	Electric	Electric
Recommended Retail Price	\$71,290	\$76,990	\$59,800	\$64,900
On Road Cost	\$74,697	\$80,682	\$62,894	\$67,987
Amount Financed [†]	\$71,603	\$77,827	\$60,261	\$65,076
Residual Value inc. GST	\$21,153	\$23,005	\$17,779	\$19,211
Monthly Rental inc. FBT	\$1,656	\$1,730	\$1,324	\$1,440
Annual Savings After Tax*	\$6,103	\$6,456	\$4,908	\$5,324
Annual FBT	\$0	\$0	\$0	\$0

Looking For An Electric Vehicle?

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This information is general in nature and doesn't constitute any financial or taxation advice, we do not consider any specific individual financial circumstances or situations. Savings and pricing details are current (*GST saving as per ATO guidelines 16/01/25) and may also be subject to change. We recommend independent financial, or taxation advice is taken. All applications are subject to credit approval criteria, terms and conditions. Fees and charges may apply.

PHEV



Make	Alfa Romeo	BYD	BYD	CUPRA
Model	Tonale	SEALION 6	SHARK 6	Formentor
Variant	Ti DCT	Premium AWD	Premium AWD	Vze
Fuel Type	PULP	ULP	PULP	PULP
Fuel Consumption (L/100km)	5.6	1.4	2	1.9
CO ² g/km	129	32	46	43
Seats	5	5	5	5
Recommended Retail Price	\$50,900	\$52,990	\$57,900	\$64,990
On Road Cost	\$53,287	\$55,519	\$60,641	\$68,119
Amount Financed [†]	\$51,112	\$53,235	\$58,098	\$65,205
Residual Value inc. GST	\$15,056	\$15,688	\$17,135	\$19,249
Monthly Rental inc. FBT	\$1,269	\$1,197	\$1,322	\$1,415
Annual Savings After Tax*	\$1,932	\$1,560	\$1,743	\$1,690
Annual FBT from 1/4/2025	\$10,180	\$10,598	\$11,580	\$12,998

PHEV



Make	CUPRA	Kia	MG	Mazda
Model	Leon	Sorento	HS Plus EV	CX-60
Variant	Vze	PHEV GT-Line AWD	Excite	Evolve i-ACTIV AWD
Fuel Type	PULP	ULP	PULP	PULP
Fuel Consumption (L/100km)	1.7	1.6	1.7	2.1
CO ² g/km	40	37	39	49
Seats	5	7	5	5
Recommended Retail Price	\$61,690	\$84,660	\$46,990	\$73,600
On Road Cost	\$64,617	\$88,831	\$49,219	\$77,159
Amount Financed [†]	\$61,875	\$86,302	\$47,251	\$74,164
Residual Value inc. GST	\$18,259	\$25,527	\$13,908	\$21,915
Monthly Rental inc. FBT	\$1,349	\$1,791	\$1,204	\$1,564
Annual Savings After Tax*	\$1,634	\$2,210	\$1,912	\$1,779
Annual FBT from 1/4/2025	\$12,338	\$16,932	\$9,398	\$14,720

PHEV



Make	Mitsubishi	Mitsubishi	Mitsubishi	Peugeot
Model	Eclipse Cross	Outlander	Outlander	408
Variant	PHEV AWD	PHEV AWD	PHEV AWD	GT Premium Fastback
Fuel Type	ULP	ULP	ULP	ULP
Fuel Consumption (L/100km)	1.9	1.5	1.5	4.7
CO ² g/km	43	35	35	107
Seats	5	5	7	5
Recommended Retail Price	\$56,490	\$63,790	\$69,290	\$57,990
On Road Cost	\$59,157	\$66,859	\$72,634	\$60,769
Amount Financed [†]	\$56,688	\$64,008	\$69,494	\$58,223
Residual Value inc. GST	\$16,715	\$18,893	\$20,526	\$17,172
Monthly Rental inc. FBT	\$1,275	\$1,379	\$1,473	\$1,370
Annual Savings After Tax*	\$1,649	\$1,627	\$1,664	\$1,912
Annual FBT from 1/4/2025	\$11,298	\$12,758	\$13,858	\$11,598

EVs coming – in 2025

There are some exciting electric cars coming in 2025 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.

- BYD Shark 7
- BYD Sealion 7
- EV Automotive Skywell
- Geely E5 (EX5)
- Hyundai INSTER
- Hyundai IONIQ 7
- Kia EV3
- LDV eTerra9
- Nissan Ariya
- Peugeot e-3008
- Peugeot e-308
- Volkswagen ID.4
- Volkswagen ID.5
- Volvo EX90
- XPENG G9
- Zeekr 7X

Hyundai INSTER



BYD Sealion 7



Kia EV3



Volvo EX90



Volkswagen ID.4



Volkswagen ID.5



Skyworth BE11



Peugeot e-308



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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 January 2025. Calculations were made using the 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 and the vehicle is registered in NSW.

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 2024/25 annual vehicle depreciation limit of \$69,674 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.

The LCT threshold for fuel efficient cars in FY2024/25 is \$91,387

*The battery range estimates for electric vehicles was sourced from <https://ev-database.org/>. If the battery range was not available, data from manufacturer Australian websites was used.



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