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# Get the car you love the smart & easy way

Your guide to novated leasing



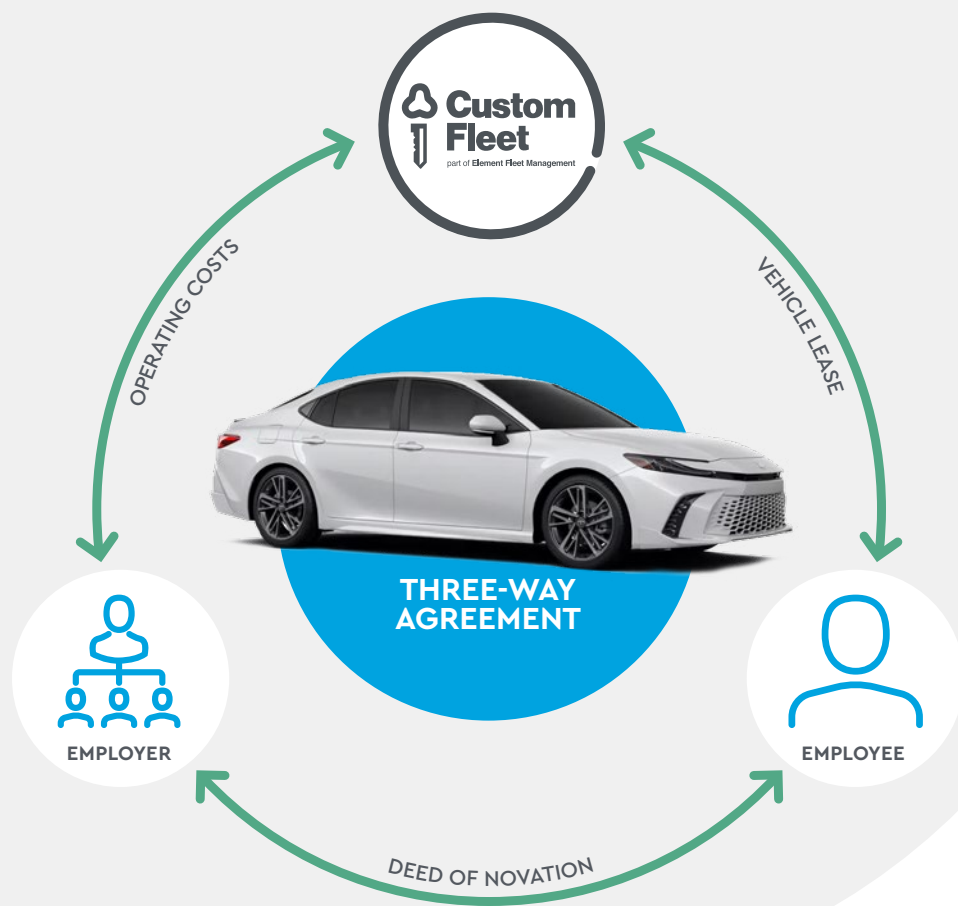


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## Drive your dream car for less with a novated lease

A novated lease is a smart, tax-effective way to get behind the wheel of your dream car with no upfront costs. It's a three-way fixed term agreement between you, Custom Fleet, and your employer. This allows you to maximise your take-home pay by reducing your gross salary and tax.



### Your car, your way:

- ✔ Drive as much or as little as you want – there's no minimum kilometre requirement.
- ✔ Use your car for work, weekends, holidays, and even let others drive it.
- ✔ You don't need to be on a high income to take advantage.
- ✔ Pick a lease term that fits your lifestyle and budget – from 1 to 5 years.
- ✔ Lease a new or used car – you choose the make, model, colour, and any features you like.

### Who's eligible?

If you're a salaried employee and your employer offers salary packaging, you could be eligible for a novated lease. Whether you're after a brand-new car or a used vehicle, this flexible option allows you to drive away sooner without the hassle of large upfront expenses.

### Choose the car you want

With a novated lease, you're not restricted to specific makes or models—you can pick the car that best suits your needs, whether it's a fuel-efficient hybrid, a luxury SUV, or an EV. Additional tax savings available for eligible electric vehicles (EVs).

### \*How the savings add up

#### Salary sacrifice your car payments

Reduce your taxable income by paying for your car expenses with pre-tax dollars.

#### All-in-one payment for easy budgeting

A novated lease can simplify car ownership by rolling all your vehicle expenses into one manageable pre-tax salary deduction, covering:

- ✔ Lease repayments
- ✔ Fuel (with Fleet Card discounts)
- ✔ Servicing & maintenance
- ✔ Registration & insurance

#### Special benefits for EVs

Additional tax savings are available for eligible electric vehicles (EVs). See ATO guidelines [here](#).

\*Note: All applications for finance are subject to normal lending and credit criteria. Terms, conditions, fees and charges apply. The information contained within this booklet is general in nature. It serves as a guide only and does not take into account your personal objectives, circumstances or financial needs. Before you act on this information you should seek your own independent legal and financial advice.



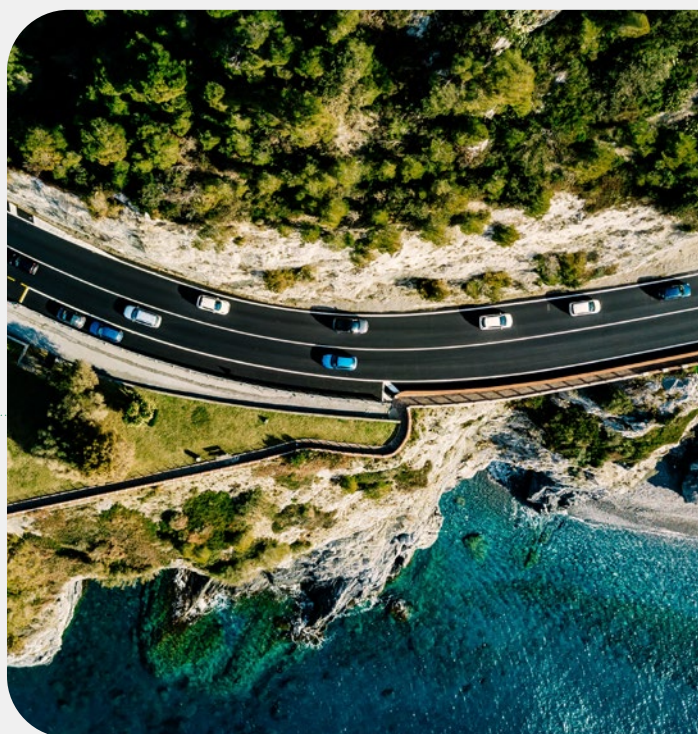
## Getting started



- 1 VEHICLE ACQUISITION**  
We can help you in the purchase of your vehicle. Our buying power ensures you'll get access to discounts and simplify the ordering process.



- 2 COMPREHENSIVE INSURANCE**  
You are legally required to take out comprehensive car insurance for the full lease term. This protects both you and us if your vehicle is damaged, stolen, or written off. In many cases, the cost of insurance can be included in your lease package.



## In-life Management



- 3 ONLINE REPORTING**  
You can log into your online dashboard 24/7 to check your lease details and run reports on expenses. We even let you know if your usage deviates from the original budgeted amounts.



- 4 SERVICE MAINTENANCE & TYRE MANAGEMENT**  
Keeping your vehicle running smoothly is essential — and with Custom Fleet, you have access to a wide network of trusted suppliers and partners. We offer a range of maintenance and servicing options, to help you ensure that your car is looked after in line with the manufacturer's guidelines.



- 5 FLEET CARD & FUEL MANAGEMENT**  
The Fleet Card we provide is accepted at over 6,000 fuel outlets around Australia. Plus you might find savings when you purchase online.



- 6 BREAKDOWN ASSISTANCE**  
Our driver helpline is available 24/7 for drivers requiring roadside assistance.



- 7 ACCIDENT MANAGEMENT AND ROADSIDE ASSISTANCE**  
Accidents can be stressful, but we're here to help. Call our driver helpline, and we'll help manage the repair process and associated costs.



- 8 REGISTRATION & INFRINGEMENT MANAGEMENT**  
The cost of registration is included in your lease but please note that in accordance with the ATO guidelines, tolls and parking infringements are not included.





## FAQs

### BEFORE YOU APPLY

#### What's included in my novated lease payment?

We have simplified how you run your new car by including insurance, maintenance and tyre management, fuel, breakdown assistance, 24/7 accident management and registration – all bundled into one easy payment. Please note that in accordance with the ATO guidelines, tolls and parking infringements are not included in your lease.

#### Do I qualify for a novated lease?

To qualify, you must be employed and paid through the PAYG system (not self-employed). Your employer must offer novated leasing through us in order for you to be eligible. You must meet the finance provider's credit assessment criteria, including having no significant adverse credit history.

#### Is there a minimum salary to get a novated lease?

Novated leasing approval relies on your borrowing capacity, similar to traditional finance. You must demonstrate your ability to make regular repayments throughout the lease.

#### What happens if I leave my current job during a novated lease?

If you leave your job or your employment is terminated, you remain responsible for vehicle payments. The lease will be de-novated, removing running costs from the agreement and converting it to a finance agreement.

Alternatively, you can transfer your novated lease to your new employer, provided they agree to take it on (subject to terms & conditions). If the new employer doesn't accept the lease, you can continue making payments directly from your after-tax salary and manage running expenses yourself.

#### How long will my novated lease be?

The lease term is flexible, usually ranging from 1 to 5 years. Shorter terms result in higher residual values (Residual value is the estimated amount your car will be worth at the end of your lease.) The ATO sets rules around residual values to make sure they're fair and realistic. [Link here.](#)

#### What kind of vehicle can I novate?

You can novate most passenger cars, SUVs and light commercial vehicles under 1,000 kilograms that are used for both private and work purposes, as long as they meet the ATO's definition of a passenger vehicle.

#### Used cars

You can lease a used vehicle as long as it meets the following criteria:

- It must be purchased via a franchised motor vehicle dealer, and
- It must be less than 4 years old. At the end of your lease, it must also be no more than 7 years old and have less than 200,000 km mileage.

#### Do you own a car at the end of a novated lease?

At the end of the lease, you can choose to own the car by paying the residual value – a lump sum that's agreed upon at the beginning of the lease. Once this amount is paid and any financial encumbrance<sup>^</sup> is cleared, the car is yours.

**^Financial encumbrance – What it means**  
The vehicle remains under financial encumbrance for the duration of the lease and cannot be sold or transferred without the consent of the financier.



## FAQs continued

### BEFORE YOU APPLY

#### Can I choose my own comprehensive insurer?

You can either use our preferred insurer, who offers competitive rates tailored for novated leasing, or arrange your own insurance and provide the details for reimbursement, which will then be included in your package.

#### How does the Luxury Car Tax Limit affect my lease?

If your car's purchase price exceeds the Luxury Car Tax Limit set by the ATO, the additional tax will be itemised and added to your monthly lease payment.

#### Seek Independent Advice

We recommend seeking independent financial, tax, and legal advice before leasing a car.

#### Do I have to pay Fringe Benefits Tax (FBT)?

Yes, FBT applies to a novated lease. However, if your employer supports the Employee Contribution Method and you make post-tax contributions towards your running costs equivalent to the FBT liability, you can reduce the FBT liability to zero.

### DURING YOUR LEASE PERIOD

#### Who can drive my novated lease car?

You are responsible for anyone who drives the vehicle. There may be specific restrictions from your insurer or employer regarding who is permitted to drive the car.

#### Can I pay extra towards my residual value during the lease?

No – the residual value is set by ATO guidelines and can't be paid down during the lease. At the end of the term, it must be paid in full (including GST) as a post-tax payment, and unused lease funds can't be applied to it.

#### When will I get my fuel card, and where can I buy petrol?

You should receive your Fleet Card within 7-10 working days of your car delivery. The card is accepted at over 6,000 participating multi-branded service stations across Australia. You can find the nearest service station using the Merchant Locator tool on our website.

#### What do I do if I need help once my vehicle has been delivered?

You can call us anytime – your Driver's Assistance Card, included in your Welcome Pack, has a 24-hour number for support with accidents, breakdowns, or repairs. For all other questions, our novated services team is here to help.

#### What do I do when my car is due for a service?

Use our website's Merchant Locator to find a nearby dealer and schedule a service. Inform them that your car is leased with Custom Fleet, and they will handle the rest.

#### How do I track what I have spent against my lease budgets?

Download Custom Fleet's Novated Driver App to access live tracking of your lease budgets.

#### What if I spend less money than my budgeted amount?

If your lease budget is in a surplus, the difference will be returned at the end of the lease term.

#### What if I spend more money than my budgeted amount?

The difference will be invoiced to your employer and deducted from your pre-tax salary during or at the end of the lease term.

If adjustments need to be made during the lease, our novated service team can assist.



For a personalised quote or more information,  
contact us on **novatedsales@customfleet.com.au**

**See how much you could save  
with a Custom Fleet novated lease.**

Our experts guide you through the entire process.  
From application to lease completion – so you can enjoy  
hassle-free car ownership.



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