

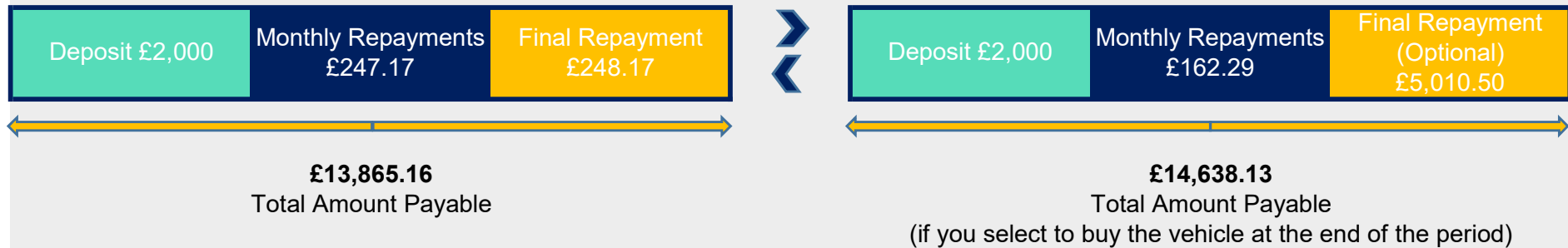
HP Vs PCP Feature Comparison



Hire Purchase



Personal Contract Purchase



Product Feature Comparison

Feature	Hire Purchase	Personal Contract Purchase	Difference
Vehicle Cash Price	£12,000.00	£12,000.00	None
Customer Deposit	£2,000.00	£2,000.00	None
Amount Borrowed	£10,000.00	£10,000.00	None
Term	48 months	48 months	None
Monthly Repayments	£247.17	£162.29	£84.88 pm less on PCP
Final Repayment	£248.17	£5,010.50 (Optional)	£4,762.33 more on PCP
Option to Purchase Fee	£1.00	£1.00	None
Customer APR	9.00% APR	9.00% APR	None

Hire Purchase Vs Personal Contract Purchase - Feature Comparison

Product Feature Comparison			
Feature	Hire Purchase	Personal Contract Purchase	Difference
Excess Mileage charge applicable	X pence per mile Please note that this is only payable if you voluntary terminate the agreement having paid half of the total amount payable and return the vehicle to us and the vehicle has done more than 18,000 miles per annum since you bought it. If you keep the car there is no excess mileage charge at all.	X pence per mile Please note that this charge is only payable if you return the vehicle to us and only applies to every mile in excess of your stated annual mileage.	See description
Total Interest charges payable by the Customer	£1,865.16	£2,638.13	£772.97 more on PCP
Total Amount Payable by the Customer	£13,865.16	£14,638.13	£772.97 more on PCP
When does ownership pass to the customer ?	When the customer pays the total amount payable plus £1.00 option to purchase fee	When the customer pays the total amount payable plus £1.00 option to purchase fee	None
Customer Options at end of normal monthly rental period	1. Customer can own the car by paying the total amount payable plus £1.00 option to purchase fee	1. Customer can own the car by paying the total amount payable plus £1.00 option to purchase fee	None
	2. Customer can part exchange the vehicle against a new one	2. Customer can part exchange the vehicle against a new one	None
		3. You can decide <u>not</u> to pay the Optional final payment and return the car to us. You would be liable to pay any excess mileage charge (see 8 above) and additional cost to cover any damage beyond normal wear and tear (please see the BVRLA Fair wear and tear guide on our website)	There is no "Guaranteed future value" for the customer under HP