

An aerial photograph showing a city skyline in the distance, viewed across a large body of water. In the foreground, a dense forest of evergreen trees lines the coast, with a road or path curving along the water's edge. The sky is overcast with soft, diffused light.

Volkswagen Financial Services Product Guide

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Before you enter into a motor finance agreement with us, we want to make sure you have all the information necessary to do so. Here is a helpful guide to assist you in choosing the finance product that best suits your needs. We have included explanations of key terms in this document to help explain aspects of motor finance and break down the jargon.

Your Finance Options:

A simple guide to Personal Leasing, HP, and PCP

The table below highlights the main features of each to help you choose the best fit for your needs.

| Product Feature | Personal Lease | HP (Hire Purchase) | PCP (Personal Contract Plan) |
|--|---|----------------------------------|---|
| Ownership at the end of contract term | ✗ you return the vehicle at the end | ✓ You own the vehicle at the end | ✓ Only if you choose to make the final payment* |
| Monthly payments | Lower fixed rental compared to HP | Higher (no larger final payment) | Lower (larger final payment) |
| Deposit requirement | No upfront required | Flexible | Up to 31% |
| Mileage limits | Yes, mileage agreed in advance, with a charge for exceeding | None | Yes, mileage agreed in advance, with a charge for exceeding |
| End of contract options | Return vehicle and renew or walk away | Nothing to pay, you own the car | 1) Return, walk away 2) Pay final payment 3) Part -exchange 4) Refinance |

* Lending criteria, terms and conditions apply.

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| | | | |
|-----------------------------|---|-------------------------|---|
| Risk of depreciation | No depreciation risk — simply return | You take the risk | VWFS takes the risk by providing a Guaranteed Future Minimum Value (GMFV) at the end of the contract |
| Best for | Hassle free- motoring | Long-term ownership | Lower payments & flexibility |
| Suitable if... | You do not have a preference to own the car | You want to own the car | You would like the option to own. Change car every 3-4 years |

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Here's Some More Information:

Personal Lease

Leasing is ideal if you want to use the vehicle without owning it. You pay an upfront amount (as low as one monthly payment) and make fixed monthly payments for the chosen term and mileage. At the end, simply return the vehicle—no depreciation risk and no resale hassle.

YOU'RE IN CONTROL ALWAYS:

- Choose the vehicle that's right for you
- Choose the milage and duration of lease that suits your needs
- Once your lease is up, you return your vehicle to Volkswagen Financial Services. **Important to note:** you will not have the option to purchase this vehicle.

BENEFITS:

- No ownership risk
- No resale concerns
- Road tax is included
- Can include servicing, maintenance, tyres
- Fixed monthly cost and easy budgeting

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Hire Purchase (HP)

This is the most straightforward route for buying a vehicle where Volkswagen Financial Services purchases the car on your behalf. Then, after placing a deposit, you pay equal monthly payments over your chosen period (between 1 and 5 years). Once all the payments have been made, you become the owner of the vehicle. You pay the same amount each month, so budgeting is easy.

YOU'RE IN CONTROL ALWAYS:

- Choose the vehicle and repayment period that's right for you.
- Pay an initial deposit to start the agreement.
- The balance is divided equally depending on the length of term to suit your budget.
- After the final payment, you own your vehicle.

BENEFITS:

- Fixed interest rate for the duration of your agreement.
- Fixed repayments for ease of cash flow and budgeting.
- Flexible terms; any monthly interval between one and five years.

Personal Contract Plan (PCP)

Available now on new and used cars and commercial vehicles, PCP is a flexible car finance package that combines lower monthly payments with real flexibility. But the best bit... it can allow you to change your vehicle more often if that is what you are looking for.

HERE'S HOW IT WORKS:

- Volkswagen Financial Services purchases the vehicle on your behalf.
- You choose a deposit percentage of up to 31%.
- You then pay an agreed monthly instalment.
- A portion of the vehicle's value is deferred until the end of the agreement meaning the final payment is larger than the rest.
- You have a number of options including making the final payment, handing back the car and walking away, refinancing the final payment to keep the car* with a manageable monthly repayment

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or part-exchanging for a new vehicle.

- The Guaranteed Minimum Future Value (GMFV) means you don't need to worry about depreciation at the end of the contract. You simply pay your deposit and the agreed monthly payment until your contract ends.

GUARANTEEING THE FUTURE VALUE OF THE VEHICLE

Understanding the GMFV is very important to understanding a PCP agreement. At the end of the contract, we guarantee a minimum value of the car to make sure that you have the option to walk away or maybe to trade into a new vehicle. This guards you against depreciation.

The GMFV is equal to the final payment to make sure you don't have to make the larger final payment if you don't want to; and you can hand back the vehicle if you would prefer. Unlike others, we guarantee a minimum future value on both new and used PCP agreements, meaning that all customers get the level of protection this feature offers.

It is important to note that the GMFV only applies at the end of your PCP agreement, to make sure you have a number of options at the end of the term.

Glossary:

- **Leasing (Consumer Hire)**

This is where you make a monthly payment for use of the vehicle without the possibility of owning it.

- **Personal Contract Plan (Consumer Hire Purchase)**

This where you make a lower fixed monthly repayment with a larger final payment at the end. You also get a guaranteed minimum future value protecting you against depreciation at the end of the contract and we will need a deposit up front of up to 31%.

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- **Hire Purchase**

- This is where you make a fixed monthly repayment, higher than a PCP agreement, but with no larger final payment and no GMFV; you own the car once all the monthly payments are made.

- **GMFV**

The future value of the car that we guarantee at the end of a PCP agreement. This protects you against depreciation and gives you options at the end of the agreement.

- **Part-exchange**

This is where you reach an agreement with a motor dealership to give them your vehicle for a value that will be placed against a new vehicle; and may form part of your overall finance contract.

- **Deposit**

- This is the amount you can pay up front for PCP or Hire Purchase agreement that reduces the monthly repayment.

- **Upfront payment**

- Kinda like a deposit, but for a personal lease. This is a larger upfront payment that allows you to reduce the monthly payments due over the term of the agreement.

- **Commission**

- We sometimes pay commission to a motor dealership for arranging your finance contract with us. The rate of commission and the euro amount is not a secret and is included on your quote document and your finance contract on the front page. This is to make sure you have all the information necessary to make an informed decision.

- **Excess Mileage**

- A PCP or Personal Lease has a fixed annual mileage allowance, usually around 20,000km per annum (I know, we still call it mileage). If you exceed the mileage allowance at the end of the contract there will be a charge for every additional kilometre. This will be detailed in your contract.

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Warning: If you do not meet the repayments on your credit agreement, your account will go into arrears. This may affect your credit report, which may limit your ability to access credit in the future.

Warning: If you do not meet the repayments on your hire-purchase agreement or consumer-hire agreement, your account will go into arrears. This may affect your credit report, which may limit your ability to access credit, a hire-purchase agreement, a consumer-hire agreement or a BNPL-agreement in the future.

Warning: You may have to pay charges if you pay off a hire-purchase agreement or consumer-hire agreement early.

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