

LEXUS CONNECT

HOW TO DRIVE A BRAND NEW
LEXUS EVERY 3 YEARS.



THE DEPOSIT

You choose the amount of deposit you want to pay. This can be as little as 7% or as much as 36% of the On the Road Price of your new Lexus.

THE GMFV

We set a Guaranteed Minimum Future Value (GMFV^{††}) for your new Lexus. This guarantees the minimum your Lexus will be worth in 3 years, giving you peace of mind knowing the amount your Lexus will be worth.

THE DIFFERENCE

Your affordable monthly repayments are then calculated on the difference, plus interest charges, which means they will often be more affordable.

BENEFITS

WHAT IF THE JOYS OF BUYING A NEW CAR WENT ON FOREVER?

With Lexus Connect, you'll be surprised at how soon you could be reliving that new car feeling. Lexus Connect is an exciting new program that gives you an exceptional level of choice, confidence and flexibility when it comes to buying a new car.

BUDGET CONTROL

SECURITY

CONNECTABLE OPTIONS

LOW DEPOSIT OR TRADE IN

COMPETITIVE APR

GMFV^{††}

NEW LEXUS EVERY 3 YEARS

LOW MONTHLY REPAYMENTS

FULL WARRANTY COVERAGE & ROADSIDE ASSISTANCE

LOWER SERVICE COSTS



HOW DOES IT WORK?

Firstly, you choose the Lexus you want. Then you choose the deposit that best fits your current needs and work out the loan term.

Then we agree on the estimated kilometres you'll expect to travel during that term and, using this information, we calculate the Guaranteed Minimum Future Value (GMFV₊₊) of your car. The GMFV₊₊ is designed to give you the reassurance of knowing the minimum that your car will be worth, subject to an excess kilometre charge and excess wear and tear policy, at the end of your agreed term. Once we have agreed upon the GMFV₊₊ we will work out your monthly repayments, with an optional final payment equal to your GMFV₊₊.

With Lexus Connect you'll also benefit from the peace of mind of the low running costs, as well as Lexus' renowned Quality, Durability and Reliability. And at the end of your contract, you'll have the choice of keeping, returning or upgrading your Lexus. With Lexus Connect, you can change your Lexus to fit perfectly into your changing lifestyle.



THE DETAILS

Enjoy the certainty of fixed monthly repayments, Lexus' low running costs, and knowing that at the end of your finance contract, your car will have a Guaranteed Minimum Future Value \ddagger .

AT THE TIME OF PURCHASE

1. Select your new Lexus.
2. Nominate the deposit you'd like to pay. You agree on a deposit that suits your needs. It can be as low as 7% of the On the Road Price of your new Lexus.
3. Choose the number of kilometres you expect to travel over the term.
4. We define a Guaranteed Minimum Future Value \ddagger - this is a guarantee of how much your vehicle will be worth at the end of your finance agreement. Along with the deposit, this sum is subtracted from the vehicle price.
5. Your monthly instalments are calculated according to the remaining balance between the Deposit and Guaranteed Minimum Future Value \ddagger , plus interest, which ensures that the Lexus Connect ownership package will be more affordable.

AT THE END OF YOUR TERM

KEEP

If you want to keep the car simply pay the GMFV \ddagger and it's yours.

RETURN

Give the car back with nothing more to pay, as long as it's in good condition and within the maximum mileage.

UPGRADE

Part exchange your car and drive away in a brand new Lexus. If the trade in value is more than the GMFV \ddagger , you can put the equity towards your next car.

ADVANTAGES

- A large amount of the finance contract (the Guaranteed Minimum Future Value †† amount) is payable to the end of your agreement, which enables you to have lower and more affordable instalments.
- With low and affordable monthly instalments, you can more easily upgrade to a higher specification model or add extra equipment.
- You can enjoy the benefits of driving a brand new Lexus every 3 years.
- The actual future value of your car is guaranteed with Lexus Connect, so you are not at risk and will not lose any money if used car values decline in the market.
- Unique flexibility at the end of the program, with 3 clear and flexible choices – Keep, Return, Upgrade.

FAQ

WHAT'S A GUARANTEED MINIMUM FUTURE VALUE (GMFV₊₊)?

It's the minimum value of your new Lexus at the end of your finance contract, as determined by Lexus Ireland, Lexus Finance and your Lexus Dealer. If you decide to return your car to your Lexus Dealer at the end of your term, they will facilitate the payment of the GMFV₊₊ which will be the optional finance payment of your finance contract.

WHO DECIDES THE GMFV₊₊, AND HOW IS IT WORKED OUT?

Lexus Ireland, Lexus Finance and your Lexus Dealer set the GMFV₊₊, based on what they estimate vehicles will be worth in the future. This is done through sales results of similar vehicles, new model data and economic factors, with your finance terms and agreed contract kilometre usage factored in.

DOES THE GMFV₊₊ EQUAL THE EXPECTED MARKET VALUE?

The GMFV₊₊ is the minimum value that Lexus Ireland, Lexus Finance and your Lexus dealer believe your vehicle will be worth at the end of your finance term. This is subject to the vehicle being returned in a condition that meets Fair Wear and Tear guidelines, and not having travelled more kilometres than the agreed contract usage. With this in mind, the GMFV₊₊ may be more or less than the actual value of the vehicle.

CAN I USE MY CURRENT CAR AS A DEPOSIT FOR LEXUS CONNECT?

Yes, a minimum deposit of 7% of the On The Road Price is required, however if your car is worth more than this, your Lexus Dealer may offer you cash back.

WHAT IS CASH BACK?

This may be offered to you, if your trade in is worth more than the deposit required.

WHAT IS THE ON THE ROAD PRICE?

On The Road Price is the Recommended Retail Price plus €800 Delivery and Related Charges.

DO I HAVE TO KEEP THE CAR IN GOOD CONDITION?

Yes, if you want to return your vehicle to your Lexus Dealer at the end of your agreement to realise the GMFV^{††}. You will be given a Fair Wear and Tear Policy before you enter into your contract.

IF THERE IS A LOT OF DAMAGE CAN I RETURN IT & CLAIM THE GMFV^{††}?

If your vehicle doesn't meet the Wear and Tear Policy, your Lexus Dealer will give you the opportunity to have the vehicle repaired. Otherwise, they can organise the repairs and deduct the cost from your GMFV^{††}. This adjusted GMFV^{††} will then be the price that your Lexus Dealer will offer you if you return the car at the end of your term which will be put against the final payment. Of course, if you keep the vehicle, the condition doesn't matter, you just pay the optional final payment.

CAN I TRADE IN MY CAR?

Yes. You can trade your car at any time for a new vehicle, however you will need to pay the remaining balance of your account - this is known as the settlement figure. If you do this, the GMFV^{††} will no longer apply.

CAN I KEEP MY CAR?

Yes. You simply pay out your finance contract at the end of the term. Your Lexus Dealer may offer you the chance to extend, vary or refinance the final payment.

CAN I SELL MY CAR PRIVATELY?

Yes, but only when your finance agreement has been settled in full. You will only own and therefore be able to sell your car when the optional finance payment has been made.

WHAT IF I DRIVE EXTRA KILOMETRES?

If you travel more than your agreed kilometre usage, an excess usage adjustment will apply. This will be deducted from your GMFV^{††}, which then becomes your adjusted GMFV^{††}.

THIS SOUNDS GOOD, BUT DO YOU CHARGE MORE?

Lexus Connect is competitively priced. Your affordable monthly repayments are calculated on the finance amount less the GMFV^{††} plus interest charges, which means they will often be more affordable. We suggest you seek independent financial advice to ensure this product is right of you.

The information provided is general in nature. You should seek your own independent financial advice to determine whether Lexus Connect is appropriate for your individual circumstances.

Lending criteria terms and conditions apply. Offer is made under a hire purchase agreement at participating Lexus Dealers only. ^{††}The Guaranteed Minimum Future Value (GMFV) is payable if you renew or retain the vehicle at the end of the agreement. Further charges may be applied by your Lexus Dealer subject to kilometre limits/condition of the vehicle.

To qualify for Lexus Connect; a minimum deposit of 7% of the on the road price applies and a maximum term of 37 months. The credit provider is Bank of Ireland Finance which is a registered trading name of Bank of Ireland.

Models are shown for illustrative purposes only.