

## FINANCE COMPARISON

Benefit	Rental	Lease	Commercial Hire Purchase / Asset Purchase	Outright Purchase
<b>Cash Flow</b>	Preserves Cash Flow. Spread the cost of the equipment over the term of the agreement. Let the equipment generate income for you today.	Preserves Cash Flow. Spread the cost of the equipment over the term of the agreement. Let the equipment generate income for you today.	Preserves Cash Flow. Spread the cost of the equipment over the term of the agreement. Let the equipment generate income for you today.	Full Payment required upfront to acquire the equipment. Impacting your Cash Flow or potential overdraft facilities
<b>Budgeting</b>	Easy Budgeting. Payments are fixed throughout the term of the agreement and are not affected by interest rate increases.	Easy Budgeting. Payments are fixed through the term of the agreement and not affected by interest rate increases.	Easy Budgeting. Payments are fixed throughout the term of the agreement and are not affected by interest rate increases.	If you purchased the equipment through your overdraft, interest payments may vary during the term
<b>Tax Advantages</b>	Payments are 100% Tax Deductible providing the Equipment is used for Business Use	Payments are 100% Tax Deductible providing the Equipment is used for Business Use	Interest on monthly payments and depreciation are tax deductible	Only equipment depreciation is tax deductible in accordance with tax depreciation guidelines.
<b>Balance Sheet Reporting</b>	As this facility is classed as an operating expense it may qualify for off balance sheet reporting.	May appear on your balance sheet as an Asset & Liability. Please consult your accountant for more details.	May appear on your balance sheet as an Asset & Liability. Please consult your accountant for more details.	Equipment appears as an Asset on your Balance Sheet however it decreases your net Cash position
<b>Deposits Required</b>	No	No	Optional	N/A
<b>Residual / Balloon Liability</b>	No Residual Liability	Mandatory Residual value liability	Balloon Value is Optional	No Residual Liability
<b>Flexibility</b>	Flexibility to upgrade, add or delete equipment during the term of the agreement. Ensuring businesses have the right tools to be their most productive. Conditions apply	May be required to payout the remaining payments and residual value before upgrading to new equipment	May be required to payout the remaining payments and balloon value before upgrading to new equipment	Any upgrades or add ons will be required to be purchased by the Customer.
<b>End of Term Options</b>	Flexible End of Term Options. Upgrade to New Technology and return the old equipment, continue month to month or rent for a further fixed term for a discounted amount, offer to purchase the equipment for the fair market value **	Offer to Purchase the equipment for the Residual Value**	Ownership passes to the Hirer once all payments including any balloon value is made	N/A
<b>Equipment Obsolescence &amp; Disposal</b>	Don't get stuck with outdated technology and equipment disposal. Simply return the equipment to Finance@work	Once the Residual Value is paid, the equipment needs to be disposed of by the Customer which may prove costly	Once balloon value is paid, the equipment needs to be disposed of by the Hirer which may prove costly	The equipment needs to be disposed of by the Customer which may prove costly
<b>GST</b>	GST on monthly payments can be claimed through BAS claims	GST on monthly payments can be claimed through BAS statements	GST on the equipment can be claimed throughout the term of the agreement	GST is claimed at the time of the equipment purchase

**\*\*Finance at work is under no obligation to sell the equipment.**

The table above should only be used as a guide please contact your account or financial adviser for more information