



Deposit

Monthly payments

Own  
the  
vehicle

## What is Conditional Sale?

Conditional Sale is a very similar product to Hire Purchase but the **customer commits to buying and owning the vehicle** when they sign the credit agreement. There is no Option to Purchase fee and therefore no option to hand back the vehicle at the end of the agreement.

## Who is the product suitable for?

Like Hire Purchase the product is suitable for **customers that are certain they would like to own the vehicle** after they have made all necessary payments.

## What is the process for the customer?

The customer will:

- 1 Usually pay a cash deposit or part exchange their old vehicle as a deposit (or both).
- 2 Make all of their monthly payments. Typically payments will be structured over 3 years (36 months) to 5 years (60 months) depending on the customer's circumstances.

## What else does the customer need to know?

- > The finance provider owns the vehicle until the point the customer has made all necessary payments. The customer is therefore not entitled to sell the vehicle before this time.
- > There are no mileage restrictions, servicing requirements or other charges because the customer will own the vehicle at the end of the agreement.
- > The customer can voluntarily terminate their credit agreement before the final payment is due but (as set out in the credit agreement) will be required to:

Hand back the vehicle to the finance company

Pay, or have paid, at least half of the total amount owed.