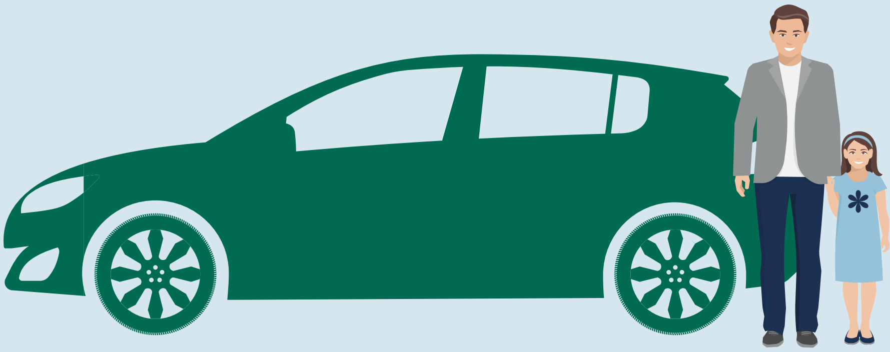
SAF Specialist Automotive Finance

SAF Specialist Automotive Finance ESSENTIALS

# Personal Loans



Customer makes monthly payments but owns vehicle from the outset

## What are Personal Loans?

Personal Loans are **unsecured finance agreements** that the customer will arrange directly with a finance provider. They are not tri-partite finance structures like motor finance products.

## Who is the product suitable for?

Consumers that are **certain they want to own the vehicle**.

## What is the process for the customer?

The customer will:

1. Select the vehicle they wish to purchase.
2. Apply for a personal loan with a finance provider, sign and return the credit agreement and receive the funds directly into their bank account. There may be an arrangement or administration fee which can be included as part of the loan.
3. Complete the purchase of the vehicle and make a cash payment to the retailer.
4. Make all of their monthly payments to the finance provider.

## What else does the customer need to know?

- The customer owns the vehicle once they have signed the **sale of goods agreement** and paid the retailer.
- The customer can terminate the credit agreement early, by paying off the remaining amount owed, but this may result in a fee or charges being applied.
- The customer has no right to ‘voluntarily terminate’ and hand the car back to the retailer as they would with Hire Purchase, Conditional Sale or PCP.
- The customer can sell the vehicle at any time but they must continue to make the loan payments until the finance is settled.