

## Triple Choice

Working in harmony with YOU & YOUR business

Triple Choice from MAN Financial Services (MFS) is an innovative method of vehicle funding that offers both simplicity and choice. This highly competitive product has been specifically designed with our customers in mind. Triple Choice from MFS offers three important choices at the end of the agreed contract term.

### So, exactly how does it work?

An operator simply selects the truck they require and chooses from a range of annual mileage bands; MFS will then set the guaranteed future value of the vehicle.

After the initial deposit has been agreed, which can be tailored to suit the operator's budget - to be more cashflow friendly - you can choose to pay the vehicles rentals monthly or quarterly. And don't forget, the higher the initial deposit paid, the lower the outstanding rentals will be.

As the end of your agreement period approaches, MFS will allow the operator to make one of three choices about the future of the contracted vehicles.

Approximately 3 months before the end of the contract MFS will get in touch with the operator in order to establish exactly which choice he/she wishes to take.



### The 3 Triple Choice options available are:

1. **Pay the guaranteed future value**, enabling the operator to obtain total ownership of the vehicle
2. **Extend the contract term**, by paying additional rentals - until the guaranteed future value has been amortised
3. **Return the vehicle to MFS**, removing an operator from any further liability (providing the vehicle meets our standard return conditions policy levels)

Triple Choice - the ideal solution for your vehicle acquisition - available across the comprehensive ranges of both MAN and ERF. And, as it is expected that these trucks will hold their value throughout the agreement period, operators may even be in a position to realise a small profit when the vehicle are eventually sold.

**Triple Choice from MAN Financial Services - it's all about the way YOU run YOUR business**



## Benefits of Triple Choice

### Features

Low capital outlay required as deposit

Interest paid is treated as a revenue expense in the profit & loss account

Operators are able to claim writing down allowances as the "Implied Owner"

An operator has known costs for the use of the vehicle over the period of the agreement



Primary "Triple Choice" period is less than the useful life of the vehicle

"Triple Choice" is simple and quick to arrange

"Triple Choice" period is negotiable, subject to minimum 36 month and maximum 60 month term

Operators can pay the guaranteed future value at the end of the primary period

An operator may opt to extend the primary period in order to amortise the cost of the guaranteed future value

Operators can return the vehicle after the primary period has lapsed, without further liability save for implementation of our standard return conditions\*

\*copy available on request

### Benefits

Reduces the need to tie up capital in fixed assets - leaving other lines of credit open

Reduces 'Taxable Income'

Helps to reduce the effective cost of the finance

Budgeting and Management controls are made easier



The vehicle will have a realisable value at the end of the primary period

Operators save valuable time

An operator has beneficial use for an agreed period

Operators get 100% of the net resale value - after deducting the cost of the guaranteed future value

Fully flexible contract at primary period termination

Operators remove any further liability - providing the vehicle is returned in full working order and good condition

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