

Toyota Financial Services



Why choose Toyota Financial Services for your fleet needs?

The simple fact is we have a significant natural advantage. With the strength and support of the Toyota Motor Corporation behind us, our fleet customers have access to a number of benefits not found with traditional leasing/ fleet management companies.

At a glance:

- THE TOYOTA VALUE CHAIN
- YOU WANT IT? WE CAN OFFER IT
- THE VALUE OF BUYING WELL
- ACCURATE AND CONSISTENT RESIDUAL VALUES
- COST EFFECTIVE MAINTENANCE
- THE BENEFIT OF SIZE AND STABILITY

THE TOYOTA VALUE CHAIN

Our Toyota Financial Services (TFS) operating model is based on an integrated Toyota supply chain, which in turn offers your company a “one stop shop” solution. This means you’ll enjoy a single contact point, reduced transactional costs and a quality service focus.

With a total of 90 franchised dealers, branches and service outlets nationally, Toyota commands a strong local presence. That gives us the welcome ability to offer you a single relationship - managed centrally but executed locally.

And we have the unrivaled capacity to support customers wherever they are around New Zealand.

Equally, being part of the global Toyota organisation gives us access to considerable expertise, intellectual property and economies-of-scale to leverage on behalf of our customers.

The net result? Ongoing cost reductions, a dedication to quality and continuous improvement that Toyota is famous for and, crucially, the stability and commitment to customer service vital to delivering your business with increased value over time.

YOU WANT IT? WE CAN OFFER IT.

You’d hardly be surprised to find that TFS brings you the great range of Toyota vehicles – but did you know TFS can and does offer all vehicle makes and models according to your motoring needs?

Importantly, TFS has no financial product biases either. That means we can offer you the solution that best fits your needs - as opposed to being in the restrictive position of being a single solution provider like many of our competitors.

With Toyota, it’s a level playing field – we support both ownership and usage/ leasing financial products equally and apply our pricing parameters consistently over all products.

It’s all about a flexible, customised result. That’s why at Toyota Financial Services, we only recommend financial solutions based on careful consultation with our clients and a thorough understanding and analysis of their specific fleet needs.

THE VALUE OF BUYING WELL

The bottom line is, where we save, you save.

As part of the Toyota Group, TFS enjoys the best price in the market when it comes to new vehicle procurement. Plus we can also offer further benefits when forward ordering in significant quantity and through hedging exchange rates.

As you’d expect, our partnership with Toyota NZ also ensures customers benefit from our advance knowledge of product launches, stock availability and even forward planning to lessen the impact of model run-outs.

 **TOYOTA**
FINANCIAL SERVICES

it's so easy

Any questions?

If you have any questions about Toyota Financial Services Fleet Services or other financing options please call us on 0508 GO TOYOTA (0508 46 86 96).

TFS Fleet Services

What's more, TFS also enjoys 'preferred buyer status' with all other car manufacturers, meaning we not only provide you with the best possible deal on Toyotas, but on every other car make as well.

ACCURATE AND CONSISTENT RESIDUAL VALUES

First a bit of background: Toyota dominates the second hand car market in New Zealand and is the largest importer of First Registered Overseas (FRO) vehicles.

Add to that the huge experience gained through being New Zealand's most successful new vehicle franchise and via our renowned Signature Class used vehicle program, and it places Toyota in a unique position to understand the domestic vehicle market.

There's even more - through the franchised dealer network, Toyota also has the most extensive and robust disposal channel for handling large volumes of used vehicles.

All these factors, combined with the large amount of data maintained by Toyota in the New Zealand used vehicle market, gives us an unrivalled ability to set residual values accurately and consistently and to maximise the vehicle's value at sale.

And that, in turn, means lower costs to you the customer.

COST-EFFECTIVE MAINTENANCE

One shining example of the benefit of the Toyota value chain in New Zealand is our use of Toyota-supplied maintenance plans on our vehicles. These, in turn, are supplied to you at our group-discount negotiated cost, to ensure the best possible servicing at a very sharp price.

At TFS we maintain our vehicles in strict accordance with manufacturer specifications through the Toyota franchised dealer network. This validates Toyota's warranty and ensures your vehicle is maintained in superb order, giving you the best, safest driving experience and reducing vehicle downtime.

Servicing at a Toyota dealer also allows us to closely monitor your vehicle's condition, which provides important base data for enhanced fleet management, cost savings and efficiency.

THE BENEFIT OF SIZE AND STABILITY

These days, stability and consistency are rapidly becoming prized assets in any business relationship.

With total assets of over \$700 million, our AAA/Aa1 credit rating reflects the strength of the Toyota Motor Corporation and has significant flow on benefits for our customers.

Our AAA rating allows TFS access to funds, even when liquidity is tight, at rates that many of our competitors simply can't match.

We then pass this advantage on to you via our finance and leasing packages – giving you a lower total cost of ownership on your current and future vehicles.

IN A NUTSHELL: CHOOSING TOYOTA FINANCIAL SERVICES FOR YOUR FLEET NEEDS

Put simply no one can match TFS for our:

- value chain
- flexibility in terms of both financing/leasing options
- access to, and understanding of, the vehicle market
- value-for-money
- stability and consistency over time

So welcome to Toyota Financial Services. We hope you'll soon join us and become a valued TFS Customer for life.