

Exclusive Automotive Finance is an operating division of European Financial Services Limited. Level 1, 6 Mackelvie Street, Grey Lynn, Auckland 1021.

CUSTOMER ("you", "your")

FULL LEGAL NAME:	FULL LEGAL NAME:
PHYSICAL ADDRESS:	PHYSICAL ADDRESS:
E-MAIL ADDRESS:	E-MAIL ADDRESS:

GUARANTOR

FULL NAME:	FULL NAME:
PHYSICAL ADDRESS:	PHYSICAL ADDRESS:
E-MAIL ADDRESS:	E-MAIL ADDRESS:

MOTOR VEHICLE

NEW / USED / DEMO	ODOMETER READING	YEAR OF MANUFACTURE	MAKE	MODEL
VIN (or chassis if no VIN)		REGISTRATION NO.	COLOUR	ACCESSORIES

DEALER

NAME:	ADDRESS:
TRADING NAME:	

GST DECLARATION

GST DECLARATION - Customer 1 <i>(circle correct one)</i> Are you GST registered? Yes No If yes, GST No. _____ At least 75% of all supplies made by you in the last 12 months had been subject to GST? <i>(circle correct one)</i> Yes No N/A Industry Type _____ Customer Name _____	GST DECLARATION - Customer 2 <i>(circle correct one)</i> Are you GST registered? Yes No If yes, GST No. _____ At least 75% of all supplies made by you in the last 12 months had been subject to GST? <i>(circle correct one)</i> Yes No N/A Industry Type _____ Customer Name _____
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INITIALS: _____

DEFAULT INTEREST CHARGES AND DEFAULT FEES

In the event of a default in payment and while the default continues you must pay the default charges. In the event of a breach of this agreement or on the enforcement of this agreement, the default fees specified below are payable.

The **default rate** is the rate per annum (expressed as a percentage) which is **3% above the annual interest rate** (referred to above) **or** our default interest rate displayed on our *website at www.europeanfinance.co.nz* whichever is the higher. This is charged on any amount in arrears from the time you fail to make due payment until the arrears are paid.

The **default fees** are:

- **\$10.00** if any payment you make to us is dishonoured.
- **\$20.00** if we have to prepare and send you a repossession warning notice.
- **\$60.00** if we have to prepare and send you a post repossession notice.
- **\$35.00** if we engage a repossession agent.

Note:

There may be charges we incur if we engage third parties as a result of your breach under this agreement or if we enforce this agreement. These charges could include debt collection and repossession fees. *These are in addition to the default fees listed above.*

Our General Terms allow us to change the default interest rate and default fees.

FULL PREPAYMENT

If you want to pay the amounts you owe us under this agreement in full before the final payment is due, you will pay us the amount calculated as follows:

The Total Amount of Payments *less* the payments made by you in reduction of the Total Amount of Payments (the sum being the "Balance of Payments");

Less

80% on the total interest charges remaining on the Balance of Payments *

Plus

All other amounts you may owe us under this agreement**

*You are not entitled to a rebate on any portion of the Balance of Payments that is overdue.

** For avoidance of doubt this will include any portion of the Balance of Payments that is overdue.

This agreement can be signed by each of you using a separate copy of this agreement. If you do sign separately then all the signed agreements together will be treated as one and the same agreement.

CUSTOMER

In signing this agreement you (each Customer named on page 1):

- **Acknowledge** that this agreement (which includes the General Terms) was disclosed to you and a copy received by you **before** you signed it and that you understand its terms.
- **Consent** to us sending notices and other communications to your email address on page 1 or any other email address you might later give to us in writing.
- **Authorise** us to pay (on your behalf):
 - The Balance of the Purchase Price (referred to in the Specific Terms) to the Dealer; and
 - The charges for any Optional Services (referred to in the Specific Terms on page 2) to the relevant entity.
- **Make** the GST declaration as set out on page 1.
- **Confirm** that you will be buying the Vehicle for your business purposes.
- **Agree** that the guarantees contained in the Consumer Guarantees Act 1993 ("CGA") in relation to the supply of the Vehicle will not apply to you. For example, you agree that we do not guarantee that the Vehicle is of acceptable quality or that the Vehicle is fit for a particular purpose under the CGA and that you will not be entitled to any remedy from us under the CGA if the Vehicle does not comply with any of those guarantees (for e.g. we are not liable for any consequential losses).
- **Acknowledge** that you do not rely on any representations by us or other conduct by us, whether made before or after this agreement was entered into and contract out of sections 9 (misleading or deceptive conduct generally), 12A (unsubstantiated representations) and 13 (false [or misleading] representations) of the Fair Trading Act 1986. For this purpose, you acknowledge that the Dealer is not our agent.

Customer Signature

Customer Signature

Witness Signature

Witness Name

Witness Occupation

Witness Address

Signing Date

GUARANTEE AND INDEMNITY

You (each Guarantor named on page 1):

- **Guarantee** to us payment of all money owed to us and the performance of all the Customer's obligations under this agreement.
- **Indemnify** us for any loss or damage we may incur if the Customer does not perform any of his or her obligations under this agreement.
- **Agree** that this guarantee and indemnity will continue until all money owed to us under this agreement is paid back in full and the other obligations under this agreement are performed.

You also **agree and acknowledge** that:

- Your liability to us is not affected under this guarantee and indemnity by things we may or may not do under this agreement. For example, we might not have taken steps to recover money owing by the Customer first but we might still ask for you to pay that money to us. This is because between us and you, we can treat you as though you are the Customer.
- We may, at any time, assign or transfer our rights and interests under this guarantee and indemnity to anyone else. If we do this you understand that the person we assign or transfer this guarantee and indemnity to will replace us and have all our rights and interests. You agree that we may give such person any information we have relating to you to any such assignee.
- If there is more than one Guarantor named above each one of you is individually liable to us under this guarantee and indemnity. This means, for example, we may look to you to recover any money and not to any other Guarantor.

GUARANTOR

In signing this agreement (which includes the guarantee and indemnity above) you (each Guarantor named on page 1):

- **Acknowledge** that this agreement was disclosed to you **before** you signed it and you understand its terms.
- **Consent** to us sending notices and other communications to your email address on page 1 or any other email address you might later give us in writing.

Guarantor Signature

Guarantor Signature

Witness Signature

Witness Name

Witness Occupation

Witness Address

Signing Date

SIGNED FOR

European Financial Services Limited

Date Signed

GENERAL TERMS

What Is This Agreement About

To help you to buy the Vehicle and to pay for any Optional Services, we agree to lend you the Total Advance under this agreement.

Your agreement with us is set out in the Specific Terms and these General Terms and includes any agreed changes. Your agreement also includes the information on the signing page and the Guarantee and Indemnity, if there is a Guarantor.

- Comply with all legal requirements relating to your possession and use of the Vehicle.
- Allow us to inspect the Vehicle at a reasonable time when we ask to.
- Not allow anything to occur which could adversely affect the Vehicle or our security interest in the Vehicle and tell us straight away if any of those things does or could happen.

The Meaning Of Some Words & Phrases In This Agreement

1. In this agreement some words and phrases have the following meaning:

At risk means if we believe, on reasonable grounds, that the Vehicle has been, or will be, destroyed, damaged, endangered, disassembled, removed, concealed, sold or otherwise disposed of contrary to the provisions of this agreement.

Proceeds mean identifiable or traceable personal property that is derived directly or indirectly from a dealing with the Vehicle or the proceeds of the Vehicle and in which you have an interest. This includes a right to an insurance payment or other payment as indemnity or compensation for loss of or damage to the Vehicle or proceeds.

Security interest means an interest in property created or provided for by a transaction that, in substance secures payment or performance of an obligation under a contract.

Unpaid balance means the amount owing under this agreement at a particular time, being the difference between all amounts credited and all amounts debited to you under this agreement at that time.

Vehicle means the vehicle described under the heading "Motor Vehicle" on page 1 and it includes anything you install, attach or affix to the Vehicle.

2. Other words and phrases have the meaning as set out elsewhere in this agreement, for example in the Specific Terms.

We Have A Security Interest In Your Vehicle & Things You Should Know And Do In Relation To Your Vehicle

3. You grant us a security interest in the Vehicle and all Proceeds to secure your obligations to us (including the payment of money) under this agreement and any other agreement you have with us.

4. We will register our security interest in the Vehicle on the Personal Property Securities Register ("PPSR") and you *wave* your right to receive a copy of the verification statement confirming our registration on the PPSR or any changes to that registration. *You also:*

- Agree that nothing in sections 114(1)(a), 133 and 134 of the Personal Property Securities Act 1999 ("PPSA") will apply to this agreement; and

- Waive your right to receive any notice of any proposal by us to retain the Vehicle under section 120(2) of the PPSA or object to such proposal under section 121 of the PPSA.

5. You must tell us immediately if you change your address or name.

6. As we will have a security interest in the Vehicle you must:

- Not destroy, damage, endanger, disassemble, sell, lease, hide or give the Vehicle to someone else to use or otherwise lose possession of the Vehicle, move the Vehicle out of New Zealand or allow another security interest or lien to attach to the Vehicle.

- Keep the Vehicle in good condition and working order (*Fair Wear and Tear* excepted) and carry out all maintenance in accordance with any manufacturer's specifications. In this paragraph, *Fair Wear and Tear* means such deterioration in the working order, repair, condition and appearance of the Vehicle as is reasonably consistent with careful maintenance and use of the Vehicle.

7. If you install, attach or affix anything to the Vehicle now or later on, for example replacement parts, personalised plate, roof rack or tow bar, that thing will be part of the Vehicle. Our security interest in the Vehicle therefore includes any such item.

You Must Keep Vehicle Insured

8. As from the Effective Date (on page 2) you must insure the Vehicle and keep it insured with an insurance company we approve and not change the insurance details or the insurer unless we agree.

9. The insurance must be for the Vehicle's full replacement value against all loss, damage and other usual risks.

10. You must make sure that the insurance policy notes our interest in the Vehicle and names us as loss payee under that policy.

What If The Vehicle Is Lost Or Damaged

11. If the insurance company decides not to remedy any loss or damage to the Vehicle then we can (instead of you) do anything we think is necessary or desirable in our or your name. For example we may decide to take the insurance money and either:

- Use the insurance money to fix any damage to the Vehicle and pay you any money left over; or

- End this agreement and use the insurance money towards paying the amounts mentioned in paragraph 19. If after doing that there is money left over we will pay that to you. However if the insurance money is not enough to cover the amounts you owe us under this agreement, you must pay the difference to us when we ask you to.

We Can Enter Any Place Where The Vehicle Is

12. We (and our agents) can enter any premises where the Vehicle might be (even if you or any other occupier of the premises is not present) to repossess the Vehicle if we choose to (where paragraph 23 applies) or to inspect the Vehicle (under paragraph 6).

How You Must Make Payments To Us

13. You must make your payments to us at the times and in the amounts as set out (or referred to) in the Specific Terms.

14. You must not deduct any money off any payment you make for any reason. For example, if the Vehicle has broken down, is defective or damaged you must still make your payments to us in full when they are due.

15. Where a date for payment falls on a date which is not a business day then payment is to be made (or is deemed to have been made) on the next business day. In this paragraph business day means any day our bank is open for normal banking business.

16. We can at any time ask you to pay to us all amounts you owe us under this agreement on demand except (but provided you are not in default under this agreement) the moneys you owe us as set out (or referred to) under the heading "Payments" in the Specific Terms.

INITIALS: _____

How Do We Apply Your Payments

17. We will apply payments you make on the dates and in the amounts set out (or referred to) under the heading "Payments" in the Specific Terms. However if you make a payment before the date specified we may decide to accept that payment but we do not need to apply that payment towards the amounts you owe us under this agreement on the date we receive it from you. We can hold that payment and apply it on the date it is due. This means you will still be paying interest as if the payment was made on the date it was due. If we don't accept your early payment we will refund that payment to you as soon as practicable. This paragraph 17 does not apply if paragraph 19 applies.

18. If there is a credit balance owing to you under this agreement we can, at any time without giving you notice, set off and apply that amount against any money you may owe us under any other agreement you may have with us.

What If You Want To Pay Back What You Owe Us Early Or The Agreement Otherwise Ends Early

19. If you want to pay the amounts you owe us under this agreement early or if this agreement ends early under paragraph 23, you will pay us the amounts as set out in the Specific Terms under the heading "Full Prepayment".

When Will You Have To Pay Fees And Other Charges

20. The Specific Terms sets out the credit fees, default interest charges and default fees you might have to pay us. We can change these amounts from time to time if we think that is necessary but we will let you know if the change means an increase in the fee or charge.

21. There may be charges we incur if we engage third parties as a result of your breach under this agreement or if we enforce this agreement. These charges could include debt collection and repossession fees. These are in addition to the default fees set out in the Specific Terms.

When Will You Be In Default Under This Agreement

22. You will be in default under this agreement if any of the following happens:

- You do not make a payment to us when it is due under this agreement or under any other agreement you may have with us;
- You do not do anything else you have agreed to under this agreement or under any other agreement you may have with us;
- You allow something to happen which should not have happened under this agreement or under any other agreement you may have with us. For example, you allow another security interest or repairers lien to attach to the Vehicle;
- You, or a Guarantor, gives us false or misleading information;
- The Vehicle is at risk; or
- You or a Guarantor become (or steps are taken to become) insolvent. For example, you or a Guarantor is bankrupted.

What Could Happen If You Are In Default

23. If you are in default under this agreement, we may (if we are allowed to at law) do any one or more of the following things:

- Ask that you pay to us all amounts you owe us under this agreement;
- Charge you interest at the default rate and any default fees as set out in the Specific Terms;
- End any obligations we may have to you under this agreement;
- Repossess the Vehicle;
- Sell the Vehicle; and / or
- Anything else we are allowed to at law and under this agreement.

You Appoint Us Your Attorney

24. If you do not do anything you have agreed to do under this agreement, we may decide to do it on your behalf (at your expense) and we might also decide (if the law allows us) to do anything else we think is necessary (at your expense) to protect our interest under this agreement and in the Vehicle. You irrevocably appoint us (and each of our directors and managers) as your attorney to do any of those things.

You Will Compensate Us For Any Costs We Incur

25. You will indemnify us against all costs, taxes, losses and expenses we incur under this agreement, in relation to the Vehicle, our security interest and if we have to enforce our rights under this agreement. For example this includes third party costs mentioned in paragraph 21, costs on a solicitor/client basis, court and tribunal fees and our time spent in a court or tribunal.

Our Rights Are Not Lost

26. If we do not do something when we are able under this agreement or at law, that does not mean we are giving up that right or power. We can exercise that right or power later if we want to.

How Are Notices Given To You

27. Service of notices and other communications under this agreement will be given to you as required by law or as may be set out in this agreement.

More Than One Customer

28. If more than one of you is named as a Customer, each of you is individually liable to us for all matters under this agreement. For example, this means we can ask one of you to pay money owing under this agreement without asking the other to do so.

We Can Transfer This Agreement To Someone Else

29. We can without notice to you and at any time assign or transfer or grant a security interest in this agreement to any other person and if we do this then that person will replace us and have all our rights, title and interest under this agreement. You agree that we may give such person any information we have relating to you.

30. You may not transfer or assign any of your rights, title and interest under this agreement without our prior written consent which we might refuse to give.