

# The Eclix guide to Leasing

Helping fuel business growth



# Leasing is the smart way to acquire technology, equipment and services.

Businesses are always under pressure to find ways to achieve sustainable growth. Leasing provides your business with a flexible and cost-effective method to acquire the technology, equipment and services it needs to remain competitive.

## The advantages of leasing:



**NO LARGE CAPITAL OUTLAY** Conserve cash (capital) for better investment elsewhere in your business. Overcome capital expenditure budget limitations and improve buying power.



**IMPROVE CASH FLOW** With affordable fixed payments rather than large one-off costs, leasing makes planning and budgeting easier. It also allows you to pay for equipment as you use it to generate profit.



**TAX ADVANTAGES<sup>1</sup>** Lease payments may be treated as operating expenses and can be 100% tax deductible<sup>1</sup>. Accounting treatment is simpler when 'off balance sheet'.



**KEEP UP TO DATE** Not having the right equipment or technology in any business can seriously impact performance. Leasing provides a regular upgrade and replacement cycle ensuring you benefit from the latest technology and equipment to run your business.



**AVOID OBSOLESCENCE COST** You eliminate the risks and costs associated with owning outdated equipment as these are transferred to Eclix for the life of the asset.



**BUNDLE A TOTAL SOLUTION** Hardware, software, installation, training and services can be bundled into a lease – allowing for total (100%) solution financing.



**CONVENIENT ASSET DISPOSAL** Simply return the equipment at the end of the lease term and we'll repurpose or recycle it.

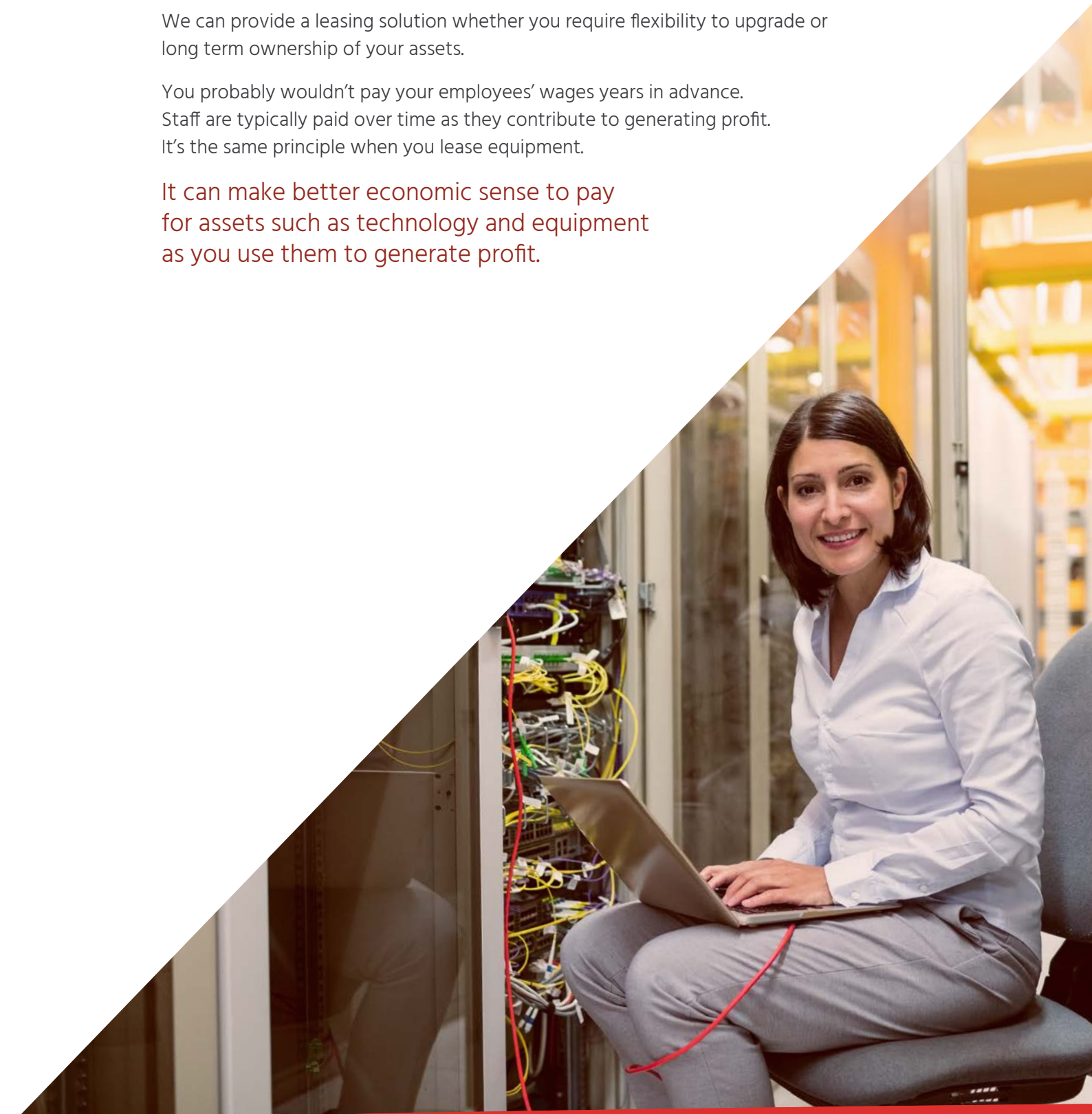
# Eclipx Commercial has lease solutions for many different types of asset.

Ownership isn't the only way to obtain benefit from an asset. It is often said "own what appreciates in value and lease what depreciates in value".

We can provide a leasing solution whether you require flexibility to upgrade or long term ownership of your assets.

You probably wouldn't pay your employees' wages years in advance. Staff are typically paid over time as they contribute to generating profit. It's the same principle when you lease equipment.

It can make better economic sense to pay for assets such as technology and equipment as you use them to generate profit.





# Choosing the right product can enhance business performance.

Businesses regularly invest in plant, equipment and technology to improve productivity, support ongoing operations, and achieve growth. Eclipx Commercial offers different lease products because every business has different needs.

You can choose from the following products:



Your Master Lease can act as an additional source of asset financing.

This allows you to make better use of more traditional lines of credit to help grow your business.



## OPERATING LEASE

(Rental)

### ALWAYS HAVE ACCESS TO THE LATEST EQUIPMENT

An Operating Lease is similar to a rental agreement where you pay fixed monthly payments over the lease term and upgrade when the equipment becomes out of date. Ideal for ICT equipment that requires regular updates or other rapidly depreciating assets.



## LEASE TO OWN

### AN AFFORDABLE WAY TO GET OWNERSHIP OF EQUIPMENT

Get the benefits of leasing and the advantage of ownership with a Lease to Own agreement. It's a great way to fund longer-life equipment, where the need for regular updates is not as important. Lease to Own is ideal for equipment such as solar power and security systems.



## FINANCE LEASE

### OWNERSHIP OF EQUIPMENT WITH DEFERRED GST

Similar to a Lease to Own, our Finance Lease has the same benefits however there is no need for an upfront GST payment. Ownership transfers to your business at the end of the term on the payment of an agreed sum. Tax treatment is viewed as on balance sheet.



## MASTER LEASE

### THE MOST PREFERRED OPTION FOR BUSINESSES NEEDING FLEXIBILITY

Master Lease gives you a pre-approved line of leasing credit. With simple documentation and easy drawdowns, it's fast, convenient and flexible. Within a Master Lease facility you can acquire equipment and technology with an Operating Lease, Lease to Own, or Finance Lease.

# Fast, convenient and flexible. It's no wonder our Master Lease is so popular.

A Master Lease is a revolving line of leasing credit ideal for acquiring technology, equipment and services over time.

If your business requires flexibility around the timing of asset acquisition or has on-going requirements for more equipment, Master Lease makes adding technology and equipment fast and simple.

## Benefits of a Master Lease:

### MASTER LEASE

**MULTIPLE LEASE OPTIONS** Choose either Operating Lease, Lease to Own or Finance Lease based on your equipment type. Depending on the useful life of the equipment you can select lease terms from 12 to 60 months or longer by arrangement.

**MADE FOR BUSINESS** Master Lease has been designed to adjust to the needs of a business – Is your business growing and you need more equipment quickly? Want flexibility to acquire equipment to match your specific business cycle? Master Lease provides you with a flexible solution.

**MULTIPLE DRAWDOWNS AND FAST PROCESSING** Once you are pre-approved documentation is simple. Additional equipment can easily be obtained with a one-page sign-off.

**ONE MONTHLY PAYMENT** Combine all your lease payments from multiple drawdowns into one payment making your cash flow manageable and predictable.

**REVOLVING LINE OF CREDIT** Your pre-approved credit balance will be reviewed every 12 months so you always have access to the available balance to get the gear you need. You also receive regular statements outlining your available balance, lease payments and equipment leased.<sup>2</sup>

**NO ADDITIONAL FEES** There is no setup, application or annual maintenance fees which means you only pay for the technology and equipment you lease.

# We know more and more, businesses need flexible, easy solutions.

With Eclix Commercial you can lease a total solution quickly and easily.

Your business can be approved for up to \$75,000 worth of equipment in just 10 minutes or within 48 hours for larger amounts.<sup>2</sup>

Costs associated with intangibles like installation, training, software and even maintenance can add up. We'll look at the total solution allowing you to lease up to 80% of intangibles when combined with a hardware lease.



**Leasing boosts  
your buying power.**

Did you know that when you lease, you can obtain approximately 2.5 times the value of your annual IT capital expenditure budget?

**Ask us how.**



# How does leasing work with us?

The Eclix Commercial leasing process has been specifically designed for businesses, ensuring it's quick, easy and convenient.

**Getting started is easy:**

**1**

## Request a lease quote

If you are working with a preferred equipment supplier, ask them for an Eclix Commercial lease quote. Alternatively, you can **call us on 0800 999 409** and get one directly.

**2**

## Simple approval and application process

We typically complete a one-page application form over the phone. We'll also cover off the credit approval at the same time. We can approve up to \$75,000 over the phone and within a day for larger amounts<sup>4</sup>.

When approved, we prepare the lease agreement.

**3**

## Get started with the equipment

All done. Once the agreement has been signed and returned, we take care of all arrangements with the supplier and your lease will begin.



## SAFEGUARD: Equipment and Payment Protection<sup>3</sup>

- > Add **Equipment Protect** and get protection from theft, loss or accidental damage. We will even cover portable equipment on an overseas trip for up to 45 days.
- > Add **Payment Protect** to get payment cover if your business is interrupted by personal illness, injury or other business interruptions such as floods and earthquakes.



# You can lease almost anything.

Eclix Commercial is your turn-key solution for acquiring new equipment and technology as well as associated intangibles such as software, installation, training and maintenance.

We can cater for all your business needs, including:



LAPTOPS



SOFTWARE



VEHICLES



SERVERS



PHOTOGRAPHY  
EQUIPMENT



PHONE SYSTEMS



AV & DIGITAL SCREENS



SECURITY SYSTEMS



SAFETY SENSORS



TELECOMMUNICATIONS



CLEAN TECHNOLOGY



3D PRINTERS



AUTOMATION



HOSPITALITY



FURNITURE



INSTALLATION



MAINTENANCE



SUPPORT



TRAINING



AND MUCH MORE

You can also include soft costs associated with the equipment to your lease. Contact us to find out more about the various types of equipment you can lease from our extensive network of accredited partners. If we don't already work with your preferred supplier we will accredit them for you.





# End of lease options.

Business needs are constantly changing, meaning flexibility and agility are important. When your business selects an Operating Lease, you can choose from a wide range of end of lease term options.

**At the end of an Operating Lease, you can choose from the following:**



## Upgrade

Retain your competitive advantage with current technology and up-to-date equipment. You also avoid the risks and costs associated with using and disposing of out-dated equipment.



## Extend

You can choose to continue leasing the equipment with your normal payments whilst you decide on the best time to upgrade. If extending for 6 months or more, we can apply special pricing to your payments.



## Purchase

Your business can make an offer to purchase the leased technology and equipment at a fair market price based on what the equipment is worth at that time.



## Return

You can return the equipment if there is no longer a use for it.



## Tailored Solutions

If the lease includes multiple items, we can work with you on a combination of the options above to ensure you get the best outcome for your business.



## We promote sustainability and reduction of e-waste.

Eclix Commercial responsibly dispose of all returned equipment by giving it a second life.



# About Eclix Commercial

Eclix Commercial is a specialist leasing division of Eclix Group. Based in Auckland with a network of resellers across New Zealand we specialise in technology and equipment leasing for businesses of all sizes. With innovative products designed for business, Eclix Commercial has the scale and expertise to fund the assets you need to help your company grow.

Our management team consists of experienced professionals who have been part of the New Zealand finance and leasing landscape for over 40 years.

Eclix Group is a Trans-Tasman listed financial services company.



OVER 40 YEARS  
EXPERIENCE AS PART  
OF ECLIX GROUP



NZ TEAM, BASED IN NZ



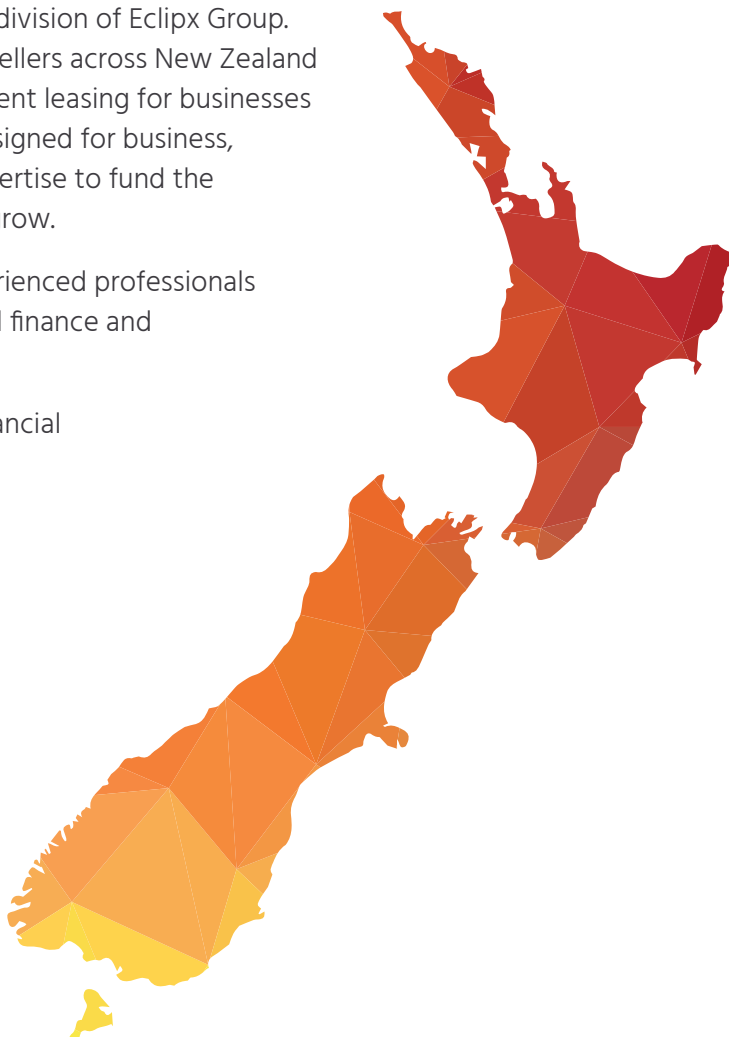
PUBLICLY LISTED  
(ASX:ECX)



ENVIRONMENTALLY  
RESPONSIBLE




ACCREDITED DEALER  
NETWORK



# Why are more businesses choosing to lease?



- ✓ Improved cashflow management
- ✓ No large upfront payments
- ✓ Re-deploy capital for more efficient use
- ✓ Stay up to date with the latest gear
- ✓ Pay for equipment as you use it to generate profits
- ✓ Avoid costs associated with outdated equipment
- ✓ Tax advantages
- ✓ Reduce obsolescence risk
-  ✓ Easy and responsible disposal of assets at end of life





## Contact a leasing specialist to get started:



0800 999 409



[enquiries@eclipx.co.nz](mailto:enquiries@eclipx.co.nz)



[www.eclipxcommercial.co.nz](http://www.eclipxcommercial.co.nz)

Terms and Conditions apply: <sup>1</sup> Individual circumstances may vary. Please consult with your tax advisor for more information. <sup>2</sup> Eclipx Commercial's credit and lending approval criteria apply. <sup>3</sup> Terms and Conditions Apply.

Information in this guide is current as at July 2018 and is subject to change. The information contained in this guide is of general nature and is not investment or financial product advice. It has been prepared without taking into account the investment objectives, financial situation or particular needs of any potential reader. It does not constitute, and should not be relied on as, financial or investment advice or recommendations (expressed or implied) and is not an invitation to take up financial products or services. No decision should be made on the basis of the information in this guide without first seeking independent professional advice.

To the extent permitted by law, no responsibility for any loss arising in any way from anyone acting or refraining from acting as a result of this guide is accepted by Eclipx Commercial, any of its related bodies corporate or its Directors, officers, employees, professional advisors and agents (Related Parties). No representation or warranty, express or implied, is made by any person, including Eclipx Commercial and its Related Parties, as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this guide.

Eclipx Commercial owns the copyright in the information unless otherwise indicated. The guide should not be reproduced, distributed, linked or transmitted without prior written permission from Eclipx Commercial.

Go to [www.eclipxcommercial.co.nz/terms-and-conditions](http://www.eclipxcommercial.co.nz/terms-and-conditions) for more information.