

# The green light for a new Honda.

**HONDA NOW** Finance Made Easy



Introducing **HONDA NOW**  
the easy way to finance  
your next new car.





There's nothing quite like the feeling of getting behind the wheel of a new car.

**HONDA NOW** is a refreshingly new and easy way to make it happen.

# Here's how it works:

1. You choose a deposit - as little as 10% or as much as 32% - it's up to you.
2. We'll set a Guaranteed Minimum Future Value\*\* for your new car and Honda's amazing re-sale values will give you real peace of mind.

and here's the really clever bit

3. Your affordable monthly payments are then calculated on the difference (not the full amount). In a nutshell this means lower monthly repayments.

...for example

Let's take the Honda Jazz 1.2 i-VTEC SE at €17,195 on the road†

With **Honda Now** you finance the car for 3 years - we'll set the value of the car after 3 years at €6,862. That means you only finance the difference, i.e. €10,333. Your monthly repayments depend on your deposit.

Here's 3 alternatives.



**AFTER 3 YEARS YOU HAVE 3 OPTIONS**

1. Just hand the car back to us.
2. Keep the car and pay / finance the balance.
3. Use the guaranteed minimum future value in the car to get behind the wheel of the latest model and start over again.

Model	On the Road Price	Customer Deposit/ Part Exchange	Finance Amount	36 Monthly Payments of	Term	GMFV** (Optional Final Payment)	Total Cost of Credit	APR %*
<b>Honda Jazz 1.2 i-VTEC SE</b>	€17,195†	€5,345	€11,850	€199	37 months	€6,862	€2,239.49	8% Fixed
		€3,740	€13,455	€249	37 months	€6,862	€2,434.49	8% Fixed
		€2,150	€15,045	€299	37 months	€6,862	€2,644.49	8% Fixed

†Includes delivery & related charges. Model is shown for illustrative purposes only. \*\*The Guaranteed Minimum Future Value (GMFV) is payable if you renew or retain the vehicle at the end of the agreement. Further charges may be applied by your Honda Dealer subject to kilometre limits/condition of the vehicle.\*Lending criteria and terms and conditions apply. Finance is provided by way of a hire purchase agreement. Finance example is based on a fixed rate APR of 8% and is inclusive of a once off documentation fee of €63.49. To qualify for this Finance Offer; a minimum deposit of 10% of the 'On the Road Price' and a maximum term of 37 months applies. Rate quoted is correct as at 21st of October 2013 and is subject to change. This offer is available on selected new Honda models registered/purchased from 1st of November 2013 to 31st of January 2014. The credit provider is Bank of Ireland Finance which is a registered trading name of Bank of Ireland.



# The advantages:

A large amount of the finance contract (the Guaranteed Minimum Future Value<sup>++</sup> amount) is payable to the end of your agreement, which enables you to have lower and more affordable instalments.

With low and affordable monthly instalments, you can more easily upgrade to a higher specification model or add extra equipment.

You can enjoy the benefits of driving a brand new Honda every 3 years.

The actual future value of your car is guaranteed with Honda Now, so you are not at risk and will not lose any money if used car values decline in the market.

Unique flexibility at the end of the program, with 3 clear Honda Now choices — Keep, Return, Upgrade.

# FAQs:

## **What's a Guaranteed Minimum Future Value (GMFV<sup>++</sup>)?**

It's the minimum value of your new Honda at the end of your finance contract, as determined by Honda, Bank of Ireland Finance and your Honda Dealer. If you decide to return your car to your Honda Dealer at the end of your term, they will facilitate the payment of the GMFV<sup>++</sup> which will be the optional final payment.

## **Who decides the GMFV<sup>++</sup>, and how is it worked out?**

Honda, Bank of Ireland Finance and your Honda Dealer set the GMFV<sup>++</sup>, based on what they estimate vehicles will be worth in the future. This is done through sales results of similar vehicles, new model data and economic factors, with your finance terms and agreed contract kilometre usage factored in.

## **Does the GMFV<sup>++</sup> equal the expected market value?**

The GMFV<sup>++</sup> is the minimum value that Honda, Bank of Ireland Finance and your Honda dealer believe your vehicle will be worth at the end of your finance term. This is subject to the vehicle being returned in a condition that meets Fair Wear and Tear guidelines, and not having travelled more kilometres than the agreed contract usage. With this in mind, the GMFV<sup>++</sup> may be more or less than the actual value of the vehicle.

## **Can I use my current car as a deposit for Honda Now?**

Yes, a minimum deposit of 10% of the On The Road Price is required, however if your car is worth more than this, your Honda Dealer may offer you cash back.

## **What is Cash Back?**

This may be offered to you, if your trade in is worth more than the deposit required.

## **What is the On The Road Price?**

On The Road Price is the Recommended Retail Price including €600 Delivery and Related Charges.

## **Do I have to keep the car in good condition?**

Yes, if you want to return your vehicle to your Honda Dealer at the end of your agreement to realise the GMFV<sup>++</sup>. You will be given a Fair Wear and Tear Policy before you enter into your contract.

## **If there is a lot of damage can I return it & claim the GMFV<sup>++</sup>?**

If your vehicle doesn't meet the Fair Wear and Tear Policy, your Honda Dealer will give you the opportunity to have the vehicle repaired. Otherwise, they can organise the repairs and deduct the cost from your GMFV<sup>++</sup>.

This adjusted GMFV<sup>++</sup> will then be the price that your Honda Dealer will offer you if you return the car at the end of your term which will be put against the final payment. Of course, if you keep the vehicle, the condition doesn't matter, you just pay the optional final payment.

## **Can I trade in my car?**

Yes. You can trade your car at any time for a new vehicle, however you will need to pay the remaining balance of your account - this is known as the settlement figure. If you do this, the GMFV<sup>++</sup> will no longer apply.

## **Can I keep my car?**

Yes. You simply pay out your finance contract at the end of the term. Your Honda dealer may offer you the chance to refinance the final payment.

## **Can I sell my car privately?**

Yes, but only when your finance agreement has been settled in full. You will only own and therefore be able to sell your car when the optional final payment has been made.

## **What if I drive extra kilometres?**

If you travel more than your agreed kilometre usage, an excess usage adjustment will apply. This will be deducted from your GMFV<sup>++</sup>, which then becomes your adjusted GMFV<sup>++</sup>.

## **This sounds good, but do you charge more?**

Honda Now is competitively priced. Your affordable monthly repayments are calculated on the finance amount less the GMFV<sup>++</sup> plus interest charges, which means they will often be more affordable. We suggest you seek independent financial advice to ensure this product is right of you.



The information provided is general in nature. You should seek your own independent financial advice to determine whether Honda Now is appropriate for your individual circumstances.

\*Lending criteria terms and conditions apply. Offer is made under a hire purchase agreement at participating Honda Dealers only.

††The Guaranteed Minimum Future Value (GMFV) is payable if you renew or retain the vehicle at the end of the agreement. Further charges may be applied by your Honda Dealer subject to kilometre limits/condition of the vehicle.

To qualify for Honda Now; a minimum deposit of 10% of the on the road price applies and a maximum term of 37 months. This offer is available on select new Honda models registered for a limited time only, please consult with your Honda dealer. The credit provider is Bank of Ireland Finance which is a registered trading name of Bank of Ireland. Models are shown for illustrative purposes only.

