

Vehicle Salary Sacrifice Schedule



Your details

Name: Luke Beuchat
 Email: luke.beuchat@macquarie.com
 Employer: Macquarie Bank Limited (Novated)
 Location: Riverview, NSW 2066

Your quote details

Quote ID: 251104-6R4DZA
 Lease type: Novated Finance Lease - Dealer
 Lease term: 48 months Quote date: 04 Nov 2025
 Annual km: 15,000 Valid until: Not set

Your consultant details

Name: Marcus Klanberck Phone: +61 2 9494 1602 Email: mklanberck@sgfleet.com

Your vehicle details



Any vehicle image displayed may not represent exact make/model/derivative you have selected in your quote.

Description: MY25 BEV 66KWH STANDARD RANGE 5ST RWD AUTO 5DR WAGON (REL 09/24)
 Colour: Graphite Grey
 Trim: Black Leatherette
 Condition: New Drive: RWD
 Year: 2025 Seats: 5
 Make: XPENG Doors: 5
 Model: G6 Body type: Wagon
 Variant: Manufacturer code:
 Fuel: Electric Pricing type: SG Fleet Sourced
 Transmission: Automatic Payload: N/A

Vehicle discount: \$0.00

Vehicle options: Drive into Spring with More Value^D

Your monthly package cost (estimated impact to take home pay)	\$820.29	Your package savings (estimated over life of lease)	\$37,399.64
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Your optional package inclusions:

✓ Fuel. Budget for fuel and oil top ups.	✓ Servicing & maintenance. Budget for servicing and maintenance costs.	✓ Tyres. Budget for tyre replacements and alignments.	✓ Registration. Budget for registration and CTP renewals.
✓ Insurance. Vero comprehensive motor vehicle insurance.	✗ Carbon offset. Offset the greenhouse emissions of your vehicle.	✗ Minor damage repair. Fixed price service for minor scratches, dents and scuffs.	✗ Roadside assistance. 24/7 nation-wide roadside coverage.
✗ Premium protection pack. The ultimate in interior and exterior protection for your vehicle.	✗ Rejuven8 Pack. A range of quality cleaning and protection products.	✗ LeaseGuard. Cover for involuntary unemployment.	

IMPORTANT: The Employer and Employee should seek independent advice as to the implications of a novated lease transaction. The package costs and savings set out herein are estimates based on the information provided to SG Fleet. While the information contained in this document has been presented with due care, SG Fleet makes no representations or warranties about the accuracy or completeness of the information. SG Fleet uses a number of assumptions to calculate the novated lease cost and the potential savings - details of these assumptions are available upon request. Nothing in this document amounts to legal or financial advice and any information regarding a product is general in nature only. It does not take into account your individual objectives, financial situation or needs and may not suit your personal circumstance. Before deciding to acquire any insurance product, please review the terms, conditions and limitations of the cover as outlined in the specific policy wording and/or Product Disclosure Statement (PDS).

Finance breakdown

Vehicle on-road cost:	\$58,818.52	Interest rate:	6.78%
Plus establishment fee:	\$544.50	Residual %:	37.50%
Plus PPSR fee:	\$0.00	Residual ex GST:	\$20,158.76
Less GST:	(\$5,111.32)	Residual inc GST:	\$22,174.64
Total amount financed:	\$54,251.70	Lease term:	48 months
		Lease rental:	\$927.15
		(payable as 46 payments of \$967.46 per month)	

Salary package details

Taxable salary ^: \$200,000.00	FBT method: ZLEV exempt	FBT base value: \$55,680.00
Pay frequency: Monthly		

^ Estimated savings and tax benefits are based on the salary provided by you and may vary depending on personal circumstances. Any component managed by your Employer has not been factored into these estimates.

Monthly breakdown (ex GST) ¹

Lease rental provision	\$927.15
Package management fee	\$19.00
Fuel (\$0.30 per kWh @17.5kWh(+20%)/100km)	\$78.75
Servicing and maintenance	\$40.37
Tyres (6 replacement tyres)	\$52.17
Registration/CTP (4 renewals)	\$101.02
SG Fleet Comprehensive Insurance - Vero*	\$235.58
OPTIONAL LEASE INCLUSIONS [~]	
Vehicle package sub-total	\$1,454.04
GST on lease package	\$145.40
Less input tax credits available	(\$145.40)
GST on employee contribution	\$0.00
Vehicle package total (pre-tax + post-tax)	\$1,454.04
Less estimated income tax reduction	(\$633.75)

Estimated monthly package savings

	Without salary packaging	With salary packaging
Monthly taxable salary	\$16,666.67	\$16,666.67
Pre-tax deduction	(\$0.00)	(\$1,454.04)
PAYG tax payable	(\$5,011.50)	(\$4,377.75)
Net income	\$11,655.17	\$10,834.87
Post-tax deduction	(\$0.00)	(\$0.00)
Vehicle expenses (inc GST)	(\$1,599.45)	(\$0.00)
Take home pay	\$10,055.72	\$10,834.87
The estimated package saving		\$779.15
Income tax (PAYG) savings²:		\$633.75
GST savings on lease package³:		\$145.41

Estimated impact to take home pay **\$820.29**

Estimated package savings over life of lease **\$37,399.64**

¹ All amounts are GST exclusive unless otherwise stated. Where GST is included it is done so using the current rate of 10%.

² Income tax saving over the term of the lease compared to the same lease without salary packaging, based on the reduction in taxable income.

³ GST saving over the term of the lease on running costs and vehicle finance payments, minus GST on post-tax deduction, compared to the same lease without salary packaging. Pre-tax deduction is not GST liable.

*The motor insurance product cost includes premium, charges, fees and commission payable to SG Fleet and Marsh Advantage Insurance Pty Ltd. If you have motor vehicle insurance through SG Fleet, a \$220 ex GST annual administration fee will be charged. Your motor insurance budget includes an annual 5% uplift (compounded) to cater for any potential premium, charges, fees and commission increases over the term of your lease.

Your end of lease options

UPGRADE.

You can sell your vehicle, use the funds to payout your GST inclusive residual value and upgrade to a new vehicle.

EXTEND.

You can extend the lease on your current vehicle (subject to finance approval) and continue with the tax savings.

PAYOUT.

You can choose to payout the GST inclusive residual value and either keep or sell your vehicle.

If you like, we can help you dispose of your vehicle through SG Fleet's online TradeAdvantage program. [Learn more.](#)

Important additional information and disclaimers

Packaged monthly cost

Calculations provided are an estimate only and do not constitute a quote or offer of finance. Packaged monthly cost is based on the following assumptions: 1) product is an SG Fleet Novated Lease; 2) the inputs you provide regarding your location, annual kms travelled, novated lease term and annual salary; 3) the monthly cost includes finance and estimated costs for fuel, registration, insurance, servicing and repairs, tyres and roadside assist based on previous assumptions, which finance and estimated costs may have changed at the time a lease quotation is provided; 4) includes potential GST and PAYG savings over the term of the lease.

The calculations have been prepared using the zero or low emissions vehicle (ZLEV) exemption method and therefore fringe benefits tax (FBT) is exempt for this vehicle. The vehicle will still be a reportable fringe benefit despite the exclusion of a post-tax contribution.

Plug in Hybrid electric vehicles (PHEVs) will no longer be considered a zero or low emission vehicle under FBT law as of 1 April 2025. Any lease taken out on a PHEV after this date will not have the ZLEV exemption method applied and therefore not exempt from FBT.

At the end of the lease a Residual Value obligation will apply, and GST will be payable on the Residual Value amount if you make an offer to purchase. The vehicle cost component is based on indicative pricing, actual pricing may change upon final lease quotation being provided. The cost does not include any optional extras unless stated. Any additional optional extras would impact the cost of the vehicle to you. Your individual circumstances have not been taken into account and will impact the overall cost amount and the benefits of a novated lease. Given all vehicle pricing provided is indicative only, for the purposes of assisting you with your vehicle selection process, all orders and delivery times will be subject to stock availability. Vehicle images are for illustration purposes only. Specific vehicles may attract other taxes or levies, for example, luxury car tax. Where the vehicle is an EV/PHEV, federal or state-based incentives have not been factored in and will be applied at the time a lease quotation is provided. Any card or transaction fees imposed by the fuel card provider will be charged to your fuel budget. All reasonable care has been taken; however, SG Fleet provides no warranties and makes no representation that the information provided is appropriate for your particular circumstances or indicates you should follow a particular course of action.

Independent advice – prior to entering a novated lease arrangement, you should seek independent qualified financial advice as the complexities of a novated lease could have a significant impact on your financial situation.

Packaged cost comparison

Novated lease comparison based on 2025-2026 income tax rates. The examples are provided for your information and to illustrate scenarios. The results should not be taken as a substitute for independent professional taxation and financial advice. For the purposes of this example we have not taken into account the impact of salary sacrificing gross salary for fringe benefits on the calculation of your superannuation guarantee contributions. This calculation also does not take into account the impact of any tax offset such as the lower and middle income tax offset to which you may be entitled to. All reasonable care has been taken in preparing these materials; however, SG Fleet provides no warranties and makes no representation that the information provided is appropriate for your particular circumstances or indicates you should follow a particular course of action.



Vero Motor Fleet Group Policy

This Quotation is to be read in conjunction with your Product Disclosure Statement (PDS). Please read and check all the information is correct and complete. If any changes need to be made please contact SG Fleet Australia Pty Ltd. This Quotation is valid for 30 days from the issue date noted below.

Policy: **Vero Motor Fleet Group Policy PDS (V8970 28/04/2023 A)**

Insured: Luke Beuchat

Period of Insurance: 4:00pm Local Time on 04-Nov-2025 to 4:00pm Local Time on 31-Aug-2026.

Policy Holder: SG Fleet Australia Pty Ltd

Interested Party: Commonwealth Bank of Australia

Type of cover: Comprehensive

Insured Amounts: Part 1: Loss or Damage: -Market Value
Part 2: Legal Liability:- \$50 Million
Dangerous Goods:- \$1 Million

Optional Benefits:

1. Windscreen excess waiver endorsement included
2. Rental vehicle after accident included
3. Lease Payout endorsement included

Vehicles: As per table below

Year	Make	Model	Registration	Insured Amount
2025	XPENG	G6	TBC	Market Value

Excess: Basic Excess for Standard Vehicles: \$650.00
Age or Inexperienced Driver Excess:
16-20yrs: \$750;
21-24yrs: \$500;
25yrs of age & over & an inexperienced driver: \$250

Premium (Monthly):	Premium:	\$189.21
	Emergency/Fire Services Levy:	\$1.89
	GST:	\$19.11
	Stamp Duty:	\$10.51
	Total:	\$220.72

Endorsements:**Choice of repairer**

We can arrange repairs using one of our preferred repairers or you may choose your own repairer. For full details of the terms, conditions and definitions in relation to Choice of repairer, please refer to the relevant section of the policy wording/PDS.

Lease Payout Endorsement

Under the heading 'Optional Benefits' in the **PDS** Optional Benefit 3 - Lease payout on page 28 of the **PDS** is amended by deleting from the 'What we exclude' section "*when the **loss** or **damage** to your **vehicle** was caused by fire or theft.*"

New Vehicle after Total loss Endorsement

Under the heading 'Extra Covers' in the **PDS** Extra cover 1 - New Vehicle after Total Loss on page 13 of the **PDS** is amended as follows:

- ▼ The first two bullet points under the first paragraph in 'What we cover' are deleted in their entirety and replaced with the following:
- ▼ "*your **vehicle** was new and you are the first registered owner of your **vehicle** and the **loss** or **damage** to your **vehicle** occurred within 3 years of the date of your **vehicle's** first registered date; or*
- ▼ *your **vehicle** was an ex-demonstration model from a licensed motor dealer who was the first registered owner and the **loss** or **damage** to your **vehicle** occurred within 3 years of the date your **vehicle** was first registered by the dealer; and"*

Personal Effects Increase Endorsement

The limit applying to Extra Cover 2 - Personal Effects on page 13 of your **PDS** is increased to \$3,000 for any one (1) **event**.

Personal Effects Definition Endorsement

Under the heading 'Definitions' in the **PDS** the definition of Personal Effects on page 40 of your **PDS** is hereby deleted in its entirety and replaced with the following:

"Personal Effects

Clothing and personal belongings normally worn or carried (including personal tools and personal computers belonging to you) but excluding non-fixed GPS units, musical instruments, curios, works of art, money or credit cards.

*Personal tools and personal computers will only be covered as a result of forcible entry to the **vehicle**."*

Rental Vehicle after Accident Increase Endorsement

The Optional Benefit 'Rental vehicle after accident' on page 28 in the **PDS** is amended by increasing the most we will pay from \$1,500 to \$3,500 for any one (1) **event**.

Hire Vehicle after Theft Increase Endorsement

The Extra Cover 'Hire vehicle after theft' on page 16 in the **PDS** is amended by increasing the most we will pay from \$3,000 to \$3,500 for any one (1) **event**.

Endorsements: Emergency Repairs Increase Endorsement

The Extra Cover 'Emergency Repairs' on page 15 in the **PDS** is amended by increasing the most we will pay from \$500 to \$2,500 for any one (1) **event**.

Death of Driver Endorsement

Under the heading 'Extra Covers' in the PDS Extra Cover 3 – Death of driver on page 14 of the **PDS** is amended by deleting the 'What we cover' section in its entirety and replacing it with the following:

*"If you or the **authorised driver** of your **vehicle** sustains a fatal injury during an **event** covered under Part 1 during the **period of insurance**, for any one (1) **event** we will pay:*

▼ *\$10,000 to the estate of the deceased driver; and*

▼ *up to \$10,000 to members of the deceased driver's immediate family for any one (1) **event** for reasonable travel costs within Australia and its external territories for members of the deceased driver's immediate family to attend the deceased driver's funeral.*

This benefit will not be reduced by any accident compensation."

Personal Accident Increase Endorsement

The Extra Cover 'Personal accident' on page 14 in the **PDS** is amended by increasing the most we will pay from \$5,000 to \$10,000 for any one (1) **event**.

Windscreen Excess Waiver Endorsement

Under the heading 'Optional Benefit' in the **PDS** the Optional Benefit 1 – Windscreen excess waiver on page 27 of your **PDS** is hereby deleted in its entirety and replaced with the following:

*"If your **Vehicle** is registered, you will not have to pay any **excess** for a windscreen or window glass claim. This includes any incidental **damage** to the bodywork as a result of the **damage** to the windscreen or window glass.*

*This **excess** waiver will not apply if the windscreen or window glass has been **damaged** because of an **event** that has caused other **loss** or **damage** to your **vehicle**, and you are claiming for that **loss** or **damage**."*

Termination of lease or expiration of lease term Endorsement

Payment of premium will cease on termination of lease or expiration of the lease term. At this time cover for your **vehicle** under the **policy** comes to an end. You will need to make alternative insurance arrangements if you retain the **vehicle**.

Your responsibilities

Keeping us up to date

During the period of insurance and at each renewal you must tell us of any of the following changes (for which we may require you to pay an additional premium to maintain cover):

- ▼ any change in the business including its permanent discontinuance, insolvency or its being placed in administration, voluntary administration or having a receiver appointed;
- ▼ details of any conversion or modification to your vehicle made by someone other than the manufacturer. For example, if you give your vehicle wider tyres or wheels, or lower its suspension; or
- ▼ you change your address, your vehicle, your vehicle's garaged postcode or the way you use your vehicle.

You must tell us

You must tell us at the commencement of your policy and at each renewal if you ('you' does not include an authorised driver unless they are also an insured) have been:

- ▼ declared bankrupt;
- ▼ unable to pay any debts or liabilities as they fell due;
- ▼ placed in administration or voluntary administration;
- ▼ had a receiver appointed; or
- ▼ refused insurance or had any insurance cancelled or declined in the past 5 years; or
- ▼ convicted of a criminal offence relating to murder, firearms, arson, alcohol, drugs, burglary, housebreaking, theft, robbery, receiving stolen goods, fraud, criminal or wilful damage or injury or assault to anyone. However, these convictions do not need to be declared:
 - ▼ if the person was convicted for the offence/s committed whilst under the age of eighteen (18); and
 - ▼ if the conviction is more than 3 years old.

Your duty of disclosure

You must comply with your Duty of Disclosure when you apply for insurance with us and each time you renew or alter your cover.

You have a Duty of Disclosure to tell us everything you know or should know, that is relevant to our decision to insure anyone under the policy, including you, and on what terms.

It includes matters we specifically ask about when you apply for a policy, or renew or alter your policy, and any other matters which might affect whether we insure you and on what terms.

The information you tell us can affect:

- ▼ the amount of your premium and your excess
- ▼ if we will insure you
- ▼ if special conditions will apply to your policy.

You do not need to tell us of anything which:

- ▼ reduces the chances of you making a claim
- ▼ we should know about because of the business we are in; or
- ▼ we tell you we do not want to know.

If you are unsure it is better to tell us. If you do not tell us something which you know or should know is relevant, we might reduce a claim, refuse to pay a claim, cancel your policy or, if fraud is involved we can treat the policy as if it had never existed.

The Duty of Disclosure applies to every person or organisation insured under the policy. If you fail to comply with your duty of disclosure we may be entitled to reduce our liability under the contract in respect of a claim or may cancel the contract or both. If your non-disclosure is fraudulent, we may also have the option of voiding the contract from its beginning.

Broker acting as agent for insurer

In effecting this contract of insurance, the broker will be acting under an authority given to it by the insurer and the broker will be effecting the contract as agent of the insurer and not the insured. Marsh Advantage Insurance Pty Ltd (ABN 31 081 358 303, AFSL 238369) arranges the insurance and AAI Limited (ABN 48 005 297 807, AFSL 230859) trading as Vero Insurance issues the insurance

We appreciate privacy is important to you. We are committed to protecting your personal information. For further information, please refer to our Privacy Statement and Suncorp Group Privacy Policy by visiting www.vero.com.au/privacy or call us on 1300 888 073.

Issue Date: 04-Nov-2025