

Auto Lending Product Guide

EFFECTIVE 15 APRIL 2026

	Tier 1	Tier 2	Tier 3	Tier 4
Maximum Loan Amount	\$500,000	\$75,000	\$60,000	\$40,000
Base Rate (p.a.)	Specific to each dealer	10.20%	16.20%	22.20%
Loan Repayments	Structured Payments Principal and Interest (weekly, fortnightly, or monthly)	Principal and Interest (weekly, fortnightly, or monthly)		
Maximum Loan Term Passenger vehicle (P&I) (sedan/ute/suv), electric vehicle, caravan, motorhome, motorbike	84 months	60 months		
Maximum Loan Term Marine/jetski	60 months			
Maximum Loan Term Structured Payments Passenger vehicle (P&I) (sedan/ute/suv)	60 months	n/a		
LVR	Max: 130% (calculation includes products, fees and insurances)	Max: 100% (excludes insurances, insurance values above 15% of purchase price requires exception)		
Security	Passenger vehicle (ute/light truck up to 3T), electric vehicle, caravan, motorhome, motorbike, marine/jetski	Passenger vehicle (ute/light truck GVM less tare: 3.5T), electric vehicle, caravan, motorhome, motorbike or scooter (must be road registered), marine/jetski		

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Vehicle Age	Passenger vehicle (ICE/hybrid), marine/jetski: 20 years at the end of the loan term.			
	Electric vehicle: 12 years at the end of the loan term			
	Caravan/motorhome: 5 years at the start of the loan term			
	Motorbike: 10 years at the start of the loan term			
Learners	The learner is jointly purchasing the vehicle with another member of their household who holds a full New Zealand driver licence. Both parties are applicants for the loan and must meet our standard lending criteria, including suitability and affordability assessments, and will be insured to drive the vehicle.			
Non-Resident (Work Visas Only)	Visa type: Skilled Migrant, Accredited Employer Work Visa, Specific Purpose. Minimum visa term: Visa must have a minimum of 13 months remaining. Maximum loan term: 1 month prior to visa expiry, rounded down to the nearest 12-month term.			
Insurances	Payment Protection Insurance (PPI) and Guaranteed Asset Protection (GAP) options are available (underwritten by Autosure Insurance Ltd). PPI, GAP, and Mechanical Breakdown Insurance products sold by acceptable third-party insurance providers may also be included at Avanti's discretion. Please refer to your Relationship Manager for commission and clawback information.			
Avanti Fees	Visit avantifinance.co.nz for details on our fees and charges.			
Introduction Fee	Up to 10% of the loan amount to a maximum of \$500 at the introducer's discretion. Must be disclosed to the customer and added to the loan.			

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Commissions	The customer interest rate can be written up to a maximum of 5% above the base rate.		The customer interest rate can be written up to a maximum of 4% above the base rate.	The customer interest rate can be written up to a maximum of 3% above the base rate.
	Commission = Base Rate PV - Customer Rate PV Base Rate PV: The present value of the payments to be made by the customer under the loan agreement, calculated using the base rate. Customer Rate PV: The present value of the payments to be made by the customer under the loan agreement, calculated using the customer rate.			

Standard Documentation

For Approvals

- > Application to be submitted via the Avanti introducer portal or the Motorcentral Dealer Management System
- > Proof of income and expenses – the customer may need to complete an electronic bank link
- > New Zealand or international driver licence
- > Overseas passport (Skilled Migrant Visa, Accredited Employer Work Visa, or Specific Purpose Employer applicant with a copy of visa in the passport)
- > Alternative identification and/or proof of address may be required if AML electronic identification fails.

For Payouts

- > All payout documents are to be submitted via the Avanti introducer portal
- > Completion of biometrics (sent to the customer via the lending team on approval)
- > Proof of address
- > Confirmation of full comprehensive insurance, with Avanti Finance noted as an interested party (not required for Tier 1)
- > Signed and witnessed: Vehicle Offer & Sale Agreement (VOSA) and Customer Information Notice (CIN)
- > Copy of any credit-related insurance policies that are financed. For example, PPI, MBI and GAP.