

Auto Lending Product Guide

EFFECTIVE 29 JULY 2025

	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	10.50%	15.95%	21.95%
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%	Max: 100%		
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		

Auto Lending Product Guide

	Tier 1	Tier 2	Tier 3	Tier 4
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	<p>The learner is jointly purchasing the vehicle with another member of their household who holds a full New Zealand driver licence.</p> <p>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.</p>			
Non-Resident (Work Visas Only)	<p>Visa type: Skilled Migrant, Accredited Employer Work Visa, Specific Purpose.</p> <p>Minimum visa term: Visa must have a minimum of 13 months remaining.</p> <p>Maximum loan term: 1 month prior to visa expiry, rounded down to the nearest 12-month term.</p>			
Insurances	<p>Payment Protection Insurance (PPI) and Guaranteed Asset Protection (GAP) options are available (underwritten by Autosure Insurance Ltd).</p> <p>PPI, GAP, and Mechanical Breakdown Insurance products sold by acceptable third-party insurance providers may also be included at Avanti's discretion.</p> <p>Please refer to your Relationship Manager for commission and clawback information.</p>			
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.			

Auto Lending Product Guide

	Tier 1	Tier 2	Tier 3	Tier 4
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.