

**INDICATIVE RETAIL CUSTOMER RATE CHART AS AT FEBRUARY 2018**

Rates per \$1,000 (Inc GST)

| <b>TERM</b>                 | <b>CHATEL FINANCE</b> |
|-----------------------------|-----------------------|
| <b>*\$5000 - \$9,999</b>    |                       |
| 24 MONTHS                   | \$50.15               |
| 36 MONTHS                   | \$35.81               |
| 48 MONTHS                   | \$28.71               |
| <b>*\$10,000 - \$18,000</b> |                       |
| 36 MONTHS                   | \$32.98               |
| 48 MONTHS                   | \$25.85               |
| 60 MONTHS                   | \$21.60               |
| <b>*\$18,000 +</b>          |                       |
| 36 MONTHS                   | \$32.13               |
| 48 MONTHS                   | \$24.97               |
| 60 MONTHS                   | \$20.69               |

\*Please note these are indicative quotes only, and should be used as a guide only

To Use This Chart

Multiply Unit cost (in multiples of \$1,000 inc GST) by rate per \$1,000 using Rate applicable to chosen Term.

Eg: Based on:  
 Purchase Price - \$20,000 inc GST  
 Term - 36 Months  
 Calculations: - 20 x \$25.50  
 Monthly payment would be - \$510.00

**Kevin Wickenden – Director**  
 0418 246 972  
[kevin.wickenden@laurentide.com.au](mailto:kevin.wickenden@laurentide.com.au)

**Tina Clark**  
 0403 543 674  
[Tina.clark@laurentide.com.au](mailto:Tina.clark@laurentide.com.au)

Laurentide Financial Services Pty Ltd  
 ATF The Laurentide Unit Trust  
 ABN 81 410 425 612  
 Suite 901, 8 West Street  
 North Sydney NSW 2060  
 P.O. Box 167  
 North Sydney NSW 2059  
 Telephone: 02 9954 5044  
 Facsimile: 02 9955 6544  
 Email: [finance@laurentide.com.au](mailto:finance@laurentide.com.au)  
[www.laurentide.com.au](http://www.laurentide.com.au)