**Lease Rate Matrix:**

This document was developed in consultation with sgfleet to assist entities select suitable and value-for-money vehicles, while adhering to the Fleet Vehicle Selection Policy.

<table>
<thead>
<tr>
<th>Vehicle Category</th>
<th>Suggested Pool Vehicles</th>
<th>Monthly Lease Rates</th>
<th>Co2</th>
<th>Lead Times</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total Term</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Total Kilometres</td>
<td>36</td>
<td>36</td>
</tr>
<tr>
<td>Micro</td>
<td>MITSUBISHI MIRAGE LA MY18 1.2 ES FWD 5DR HATCHBACK (REL. 09/17)</td>
<td>$451</td>
<td>$501</td>
<td>$453</td>
</tr>
<tr>
<td>Light</td>
<td>TOYOTA YARIS HB MY18 1.3 ASCENT FWD 5DR HATCHBACK (REL. 11/17)</td>
<td>$534</td>
<td>$597</td>
<td>$551</td>
</tr>
<tr>
<td></td>
<td>TOYOTA PRIUS C NHP10R MY18 1.5 HYBRID FWD 5DR HATCHBACK (REL. 08/17)</td>
<td>$558</td>
<td>$596</td>
<td>$551</td>
</tr>
<tr>
<td></td>
<td>KIA RIO YB MY18 1.4 S FWD 5DR HATCHBACK (REL. 11/17)</td>
<td>$541</td>
<td>$608</td>
<td>$553</td>
</tr>
<tr>
<td>Small</td>
<td>KIA CERATO MY18 2.0 S FWD 5DR HATCHBACK (REL. 05/17)</td>
<td>$593</td>
<td>$681</td>
<td>$607</td>
</tr>
<tr>
<td></td>
<td>HYUNDAI KONA MY18 2.0 MPI ACTIVE 5ST FWD 5DR WAGON (REL. 10/17)</td>
<td>$610</td>
<td>$697</td>
<td>$629</td>
</tr>
<tr>
<td></td>
<td>TOYOTA COROLLA ZRE182R MY17 1.8 HYBRID FWD CVT 5DR HATCHBACK (REL. 01/17)</td>
<td>$632</td>
<td>$686</td>
<td>$626</td>
</tr>
<tr>
<td>Medium</td>
<td>TOYOTA CAMRY MY18 2.5 HYBRID ASCENT FWD 4DR SEDAN (REL. 11/17)</td>
<td>$658</td>
<td>$714</td>
<td>$649</td>
</tr>
<tr>
<td></td>
<td>NISSAN X-TRAIL T32 MY17 2.5 ST 5ST FWD 5DR WAGON (REL. 01/18)</td>
<td>$648</td>
<td>$739</td>
<td>$675</td>
</tr>
<tr>
<td></td>
<td>HYUNDAI TUCSON TL2 MY18 2.0 ACTIVE 5ST FWD 5DR WAGON (REL. 04/17)</td>
<td>$710</td>
<td>$814</td>
<td>$729</td>
</tr>
</tbody>
</table>

**Qualifications and conditions:**

- All leases:
  - Are fully maintained with budgeted fuel;
  - Include the following budgeted tyres:
    - 40k 4 tyres
    - 60k 6 tyres
    - 80k 8 tyres
  - Include ACT registration.
- Lease parameters are intended as a guide only.
- Lease rentals are exclusive of FBT and GST.
- All vehicles include automatic transmission.
- Lead times are a guide only and can vary depending on local stock levels and vehicle options.
- Co2 figures are sourced from manufacturer websites.

**Tips for using the Lease Rate Matrix:**

- Entity’s business cases should determine which vehicle category is most suitable.
- Vehicles are sorted by the lowest 36-month/45k lease rate; however, entities should select the most appropriate lease term and kilometres.
- Highlighted cells represent the best value for money options within each Suggested Pool Vehicle category.
- If no lease term is prescribed, entities should select the cheapest lease term. If cost is similar across terms, entities should consider shorter terms to allow flexibility and adoption of latest technology, e.g. new safety features.
- Entities should consider their fit for purpose requirements before committing to a particular vehicle body shape, as an alternate body shape might represent better value for money.
## Vehicle categories:
The above vehicle categories were derived by grouping the Federal Chamber of Automotive Industries (FCAI) VFACTS segments.
The Pick-up / Cab Chassis (PU/CC) vehicle category incorporated both 4x2 and 4x4 variants, however the 4x4 variants represented better value-for-money.
The following vehicle categories have been excluded from the Lease Rate Matrix as they are generally sourced for specific operational purposes:
- People movers;
- Vans; and
- Heavy commercial vehicles.
Fleet Managers should involve their sgfleet Relationship Manager in the selection and ordering of these vehicle types.

## Adhering to the Australian Government Fleet Vehicle Selection Policy:
1. All vehicles above have a **five star ANCAP rating**.
2. Entities should select the vehicle above that meets their **minimum fit-for-purpose** requirements.
3. To minimise the need for multiple quotes, all vehicles in each category were evaluated and those that represented the best **value-for-money** within each category are listed above.
4. The Co2 emissions have been included to assist in **addressing environmental considerations**.