

# Vehicle Policy Matrix – September 2022

## Brokers & Dealers



**ALPHERA**  
Financial Services

Vehicle Type	Product Name	Deposit (%)			Advance (£)		Term (Months)		Vehicle age at Start	Vehicle age at End	Start Mileage	Annual Mileage		Total Mileage		Comments
		Min	Min for Adv above £150K	Max	Min	Max	Min	Max	Max	Max	Max	Min	Max	Min	Max	
Cars (Right Hand Drive only)	Hire Purchase	0%	20%	80%	£3,500	£500,000	24	60	N/A	144	80,000	n/a	n/a	n/a	n/a	1. UK Spec, RHD passenger cars. 2. LP (HNW unregulated) can only be used for Private Individuals using High Net Worth Opt Out. 3. Deposit requirements for all products except CH are 10% for Unregulated agreements.  <b>IMPORTS - HP ONLY ALLOWED</b> 1. UK Dealers/Brokers with existing contractual arrangement only. 2. FAMOS Import flag must be ticked otherwise dealer is obliged to buy-back the vehicle. 3. RHD UK Spec vehicles only. 4. All imports will be referred to Risk Management. 5. Import disclaimer to be signed by customer
	Select (PCP)	0%	20%	40%	£3,500	£500,000	24	60	N/A	120	80,000	6,000	50,000	12,000	150,000	
	Contract Hire (NEW cars only)	0%	0%	95%	£3,500	£500,000	24	48	0	48	0	6,000	50,000	12,000	150,000	
	Lease Purchase (HNW unregulated only)	0%	10%	60%	£60,260	£500,000	24	49	N/A	120	80,000	6,000	20,000	12,000	150,000	
Taxi	Hire Purchase	0%		80%	£3,500	£500,000	24	60	N/A	144	80,000	n/a	n/a	n/a	n/a	1. New or used car under the maximum age and mileage restrictions for lending. ALPHERA Financial services will only provide finance where an individual is applying. Customer must state their occupation as taxi driver. No imports allowed. Limousines are excluded  2. Driving instructors and Chauffeur cars permissible but only on HP and only for individuals. No fleets.
LCV	Hire Purchase	0%		80%	£3,500	£500,000	24	60	N/A	144	80,000	n/a	n/a	n/a	n/a	1. Max 3.5 tonnes. 2. Only Vehicles within CAP database.
Refinance	Hire Purchase cars	0%	0%	80%	£2,000	Balloon Amount	12	60	N/A	144	80,000	n/a	n/a	n/a	n/a	1. Correct FAMOS products must be used e.g. Hire Purchase - Refinance and Select - Refinance. 2. Advance can't exceed balance outstanding, or the sum of the balloon or settlement if agreement is in the last 6 months. 3. All advances >£40k will be manually underwritten with no auto accept.
	Select (PCP) cars	0%	0%	40%	£2,000		24	49	N/A	120	80,000	6,000	50,000	12,000	150,000	
	Hire Purchase Motorbikes	0%		80%	£1,000		24	60	N/A	120	52,000	n/a	n/a	n/a	n/a	
	Select (PCP) Motorbikes	0%		40%	£1,000		24	49	N/A	120	52,000	4,000	20,000	8,000	60,000	
Motorcycles	Hire Purchase	0%		80%	£1,000	£30,000	24	60	N/A	120	52,000	n/a	n/a	n/a	n/a	1. Only models within CAP database. 2. Franchised dealers only. 3. No off road, trail, scooters, couriers, competition bikes. 4. Minimum deposit of 10% where purchase price >£15,000.
	Select (PCP)	0%		40%	£1,000	£30,000	24	49	N/A	120	52,000	4,000	20,000	8,000	80,000	
Personal Loans	Settlement Loan	0%		100%	£500	£5,000	12	60	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1. Must select settlement loan and not HP. Loan cannot be any more than 20% of the new car BTf 2. Can only be used in conjunction with another vehicle loan
	Accessory Loan	0%		100%	£500	£5,000	12	60	n/a	n/a	n/a	n/a	n/a	n/a	n/a	

### EXCLUDED VEHICLES

The list of excluded vehicles includes, but is not limited to:

Aftermarket Hybrids, Agricultural vehicles, New BMW / MINI / Motorrad/ Rolls-Royce/ Aston Martin, Buses, Caravans, Classic cars, coaches, Driving schools (although individual driving instructors are allowed), Chauffeur Car fleets (although individual chauffeurs are allowed), Electric Cars (Factory Hybrids are OK), HGVs / JCBs, Horse Boxes, Jet bikes, Kit cars, LCVs over 3.5 tonnes, Limousines, Minibuses, Off-road bikes, Pedal bikes, Quad bikes, Road sweepers, Royal mail LCVs / multidrop vehicles, Taxi fleets (although individual taxi drivers allowed).