



Mistral

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# THE BUS & COACH SPECIALISTS

**FINANCE**



**LEASE**



**RENTAL**

At Mistral we understand that you spend a great deal of time and effort selecting the best vehicle for your business. It therefore seems fair that we put just as much thought, time and effort into designing our finance options.

Take a look at the products and services we offer and see how cost-effective and hassle free we can make owning and running your selected bus, coach or mini-bus.



## Hire Purchase

Hire Purchase is one of the most straightforward, affordable routes to ownership and for many operators this is the preferred funding option. At the start of your agreement you pay a deposit on your chosen vehicle, then the balance is spread across two to five years. There are no mileage limitations and the payments are fixed making it easy to budget. You own the vehicle outright at the end of the agreement.

A variation on standard HP is to include a final balloon payment that will reduce payments throughout the term. You own the vehicle once the balloon payment has either been settled or refinanced.

### Features and benefits:

- You will own the vehicle at the end of the finance agreement.
- Fixed regular payments mean you can easily budget.
- A flexible deposit and repayment term means you can tailor the financial agreement to suit you.
- Monthly payments are not based on annual mileage.
- The vehicle is an asset on the balance sheet, therefore tax allowances may be deducted from taxable profits.
- Payments are not subject to VAT.

## Seasonal Payments

A seasonal payment plan that sits alongside your HP agreement can help you manage your cash-flow through the year.

### Features and benefits:

- A monthly payment plan from Mistral is tailored to mirror your busy and quiet times across the year.
- You pay less during your quieter months and more during your busier months.
- Applicable to any HP agreement.
- Flexible and tailored to your specific needs.
- Helps manage cash-flow more effectively.

## Refinance

Refinancing your fleet with Mistral enables you to inject cash into your business by releasing the equity tied up in existing vehicles. We will buy the vehicle from you and refinance it back to you over a fixed period, releasing capital for further investment into the company such as business acquisitions or deposits on new vehicles.

### Features and benefits:

- Releases cash quickly and improves cash flow.
- Ownership of the goods returns to you upon completion of the agreement.
- Enables business to react quickly to any change in market conditions and respond to any financial problems.
- Provides the opportunity to fund expansion plans and seize new business opportunities.

## Operating Lease

At the start of your agreement you pay an agreed number of advance rentals upfront. Your monthly payment is calculated taking into account the vehicle's projected residual value at the end of your agreement. Therefore, only a proportion of the vehicle's value is repaid, this avoids a large initial outlay and keeps monthly payments lower. You don't own the vehicle at the end of the agreement, with it simply returning to ourselves. The agreements run for a fixed term typically between three and seven years.

### Features and benefits:

- No large initial deposit. Pay an agreed number of advance rentals upfront.
- Fixed regular monthly rentals means you can easily budget.
- Capital expenditure is eliminated.
- Rentals are allowable against taxable profits (proportionally).
- VAT is reclaimable depending on usage (proportionally).
- The vehicle is not shown as an asset on the balance sheet.

## Bus & Coach Rental

Bus & Coach Rental is similar to operating lease in that it is a method of financing a bus without having to show it on your balance sheet.

The operator gets the benefit of using the asset but does not incur some of the risks of long-term ownership such as the vehicle's residual value at the end of the rental period. Rental contracts tend to be shorter than operating lease agreements, and are particularly suited to short-term requirements, such as emergency contracts or seasonal rentals. At the end of the contract period the vehicle is returned to Mistral in line with the agreement's return conditions.

*Bus & Coach Rental contracts are popular with operators in a number of instances such as:*

- *Short-term contracts that don't justify the purchase of a vehicle.*
- *Contracts requiring a non-standard vehicle that could not be used long-term in the operator's fleet.*
- *Vehicle ownership is not core to the operator's business model i.e. parking companies, theme parks etc.*
- *Low initial start-up cost.*
- *Costs are fixed for the length of the contract.*
- *No residual value risk at the end of the contract period.*
- *VAT is charged on rentals rather than the whole cost of the vehicle aiding cash flow.*
- *Transaction is off balance sheet and rental is treated similarly to any other operating expense from a taxation point of view.*

## Accident Replacement Buses

Mistral offer an immediate bus replacement service if you have a bus off the road because of an accident that was not your fault. Simply contact us and we will introduce our 'Accident Management Partner' who will quickly ascertain if you are able to claim against the third party insurance company. If the answer is 'yes' then Mistral is able to release a vehicle immediately to you at no charge, with the bill going direct to the insurance company.

## Airport Buses

Whether your requirement is for airside use, with perimeter seating and high standing capacities, or a car park shuttle, we are able to offer vehicles both from our fleet and also custom built from the manufacturer.

### Airside

Airside operation usually requires vehicles that are configured to carry high numbers of passengers over a short distance and hence are configured to have predominantly tip-up seats to the body side or features to allow passengers to stand. Capacity is key, and we are able to offer conventional service buses that have been configured internally to offer the best use of space.

### Car Park and Shuttle Buses

Passengers arriving at remote parking locations in the vicinity of the airport require shuttle buses to transport them to the terminals.

This often means that buses have to be configured specifically to have a good mix of passenger space and also luggage racking to accommodate the traveller's baggage. Mistral has extensive experience of working with parking companies to configure the interior saloon to maintain DDA compliance whilst still offering the best use of space to accommodate the needs of the passenger and also safely store luggage.

## Used Bus Sales

Sometimes a new contract does not justify a brand new bus; and on these occasions a late registration, used bus from Mistral makes perfect sense.

All our vehicles are thoroughly inspected and serviced prior to sale, with long MOT tests and will make an immediate impact in your fleet. Our stock includes a wide range of buses, coaches and mini-buses. We are also able to arrange finance on any vehicle sold from our stock ensuring a smooth, hassle free transaction.

## Mistral - First choice every time

Mistral is a specialist in the bus and coach sector and we are confident that we can meet all your requirements for bus and coach rental and finance.

If you want to own the vehicle Mistral have the capability to introduce you to a suitable funding partner or lend our own money, distinguishing ourselves from competitors in the market. With our in-house own book lending facility we can provide Hire Purchase facilities from £10,000 to £500,000.

Our extensive range of Alexander Dennis rental vehicles is also available and we aim to keep a good level of stock to allow us to respond to your immediate requirements.

As Mistral are specialists in this sector, we can fund both new and used buses, coaches and mini-buses. Our team of dedicated professionals will always act in a quick, efficient and competent manner to ensure you get the best finance deal available.

## We never over promise and under deliver

We understand that all our customers will have different and individual requirements. We have close ties to the industry both through operators, manufacturers and dealers, allowing us to keep up to date with industry trends and issues.

We treat each customer as an individual using our expertise to offer the best solution to suit their specific needs. Above all we offer a personal and professional service and will always communicate in a friendly, straightforward and open manner.





# Mistral

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**The UK's number one bus & coach  
rental and finance company.**



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