



Did you purchase a car using a PCP Scheme or are you considering purchasing a car?



Recent publicity has highlighted that PCP finance may not be all it seems. The Central Bank does not regulate PCP finance and there are lots of terms and conditions that may cause you problems when the term of the finance deal closes and you have to choose to:

a) give the car back

b) pay the balloon repayment

c) refinance for a new car

PCP SCHEMES	SARSFIELD C.U. CAR LOAN
You do not own the car, you are hiring the car for an agreed term.	You own the car the day you purchase it and can sell it whenever you wish.
The finance company owns the car, you hire the car, if you fail to make a repayment the car may be repossessed.	You own the car, you make repayments on your loan to the credit union and if you experience payment difficulties we will be flexible in working with you.
You hire the car and pay an initial deposit of between 10% and 30%, you make monthly repayments and at the end of the term you make a balloon repayment before you own the car.	You own your car from day one, you make affordable monthly repayments with no deposit and no balloon repayment.
This is one of the least flexible forms of finance, you cannot change your repayments and if you want to increase the term you may be charged a rescheduling fee. If you default your car may be repossessed.	Sarsfield C.U. is very flexible, you can increase your repayments, you can repay your loan early at no charge and you can reschedule your repayments if required. You own your car so it cannot be repossessed.
You must comply with terms and conditions including mileage usage, your balloon repayment may increase if you do not comply.	No surprises, you own your car!
Fees may include documentation fee, interest surcharges, penalty fees, completion fees and rescheduling charges.	No fees, no charges and free loan protection cover* with Sarsfield C.U.

When you enter into a PCP arrangement you are bound by strict rules about the maximum mileage and wear and tear. You will not get the Guaranteed Minimum Future Value (GMFV) if the car is not in very good condition or if it has been involved in an accident.

And remember if you arrange finance with Sarsfield C.U. before going shopping for a car, you are in a much stronger position. You are effectively going as a cash buyer to the car dealer, and may well be able to negotiate a better deal.

If you currently have a PCP coming toward the end of its term you might like to talk to us about clearing your PCP with an Sarsfield C.U. loan. Make a clever decision and call us to find out how our car loan compares!

Representative Example

Car Loan*	€10,000
APR (typical)	7.5%
Fortnightly Repayments	€46.12
Term of Loan	5 Years
Total Cost of Credit	€1991.80

A typical €10,000 five year car loan will have weekly repayments of €46.12 interest rate of 7.5% (7.8% APR). Fixed cost of interest €1,991.80
Total amount repayable €11,991.80 Loans are subject to approval, terms and conditions apply. Sarsfield Credit Union is regulated by the Central Bank of Ireland.