



## Electric and Hybrid Employee Car Salary Sacrifice Scheme

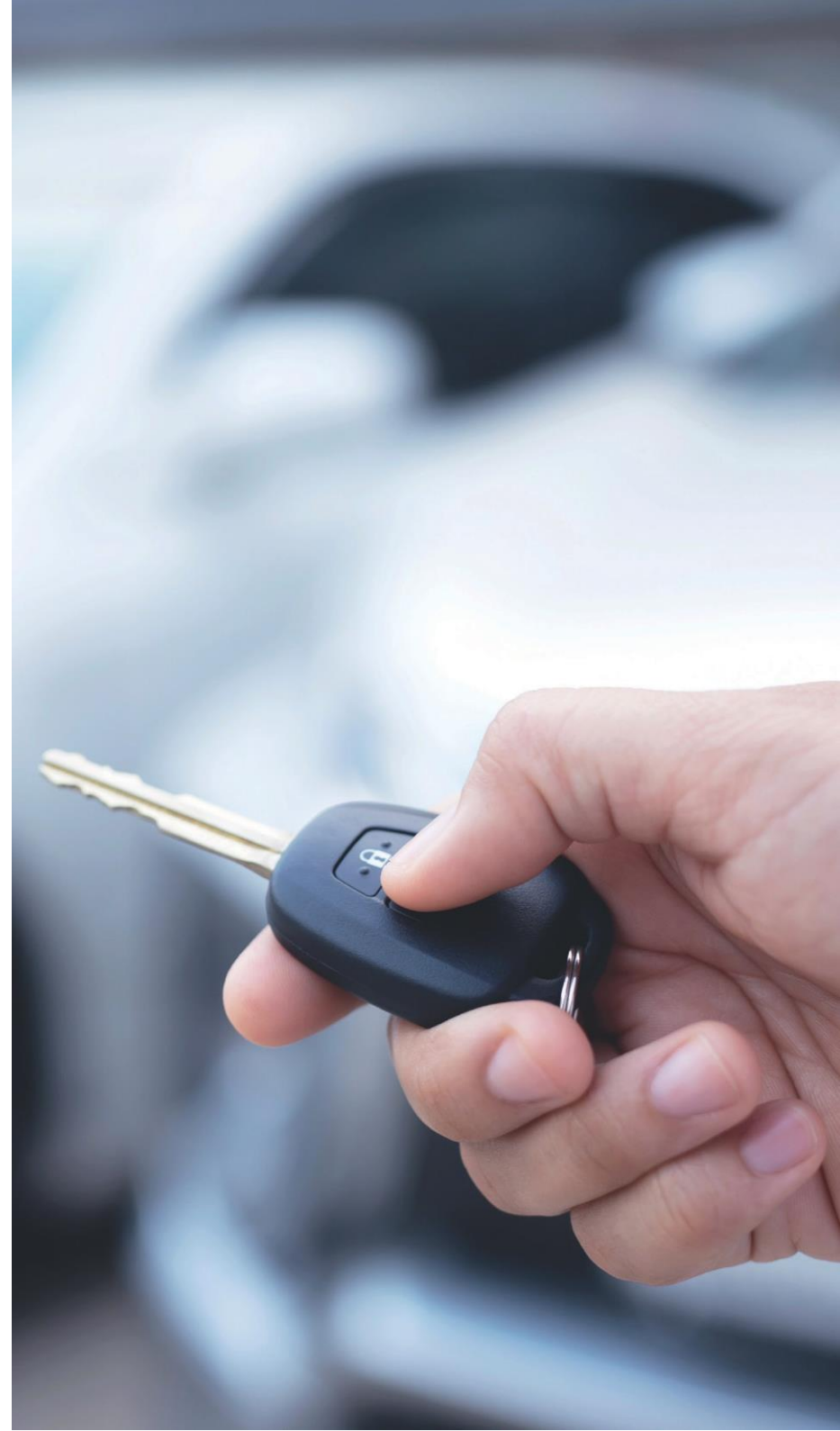


# Welcome to a new employee benefit which enables employees to lease a brand-new electric or hybrid company car through our salary sacrifice scheme.

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TCH Salsa is a product of TCH Leasing, which is one of the country's top 30 contract hire and fleet management companies and is one of the few remaining privately owned companies of its kind in the UK. Based in Sheffield, TCH Salsa operate from new, purpose-built premises adjacent to M1 motorway junction 35a.

Our parent company, T.C.Harrison Group Limited is one of the UK's largest privately owned motor groups, with a substantial network of car, commercial vehicle and JCB Earth moving equipment dealerships and, of course, TCH Leasing.







## What does it offer?

- A brand-new car every 2, 3 or 4 years
- Income tax and NI savings for employees
- Big potential NI contribution savings for employers
- Access to TCH Salsa buying terms for car and servicing
- No deposit required - fixed budget monthly rentals
- No credit checks to undergo for the employee
- Includes road tax (if applicable) for the whole contract
- Includes all Servicing & Repairs
- Unlimited Tyre Replacement/Repair (even due to accidental damage)
- Comprehensive Breakdown Cover
- Fully managed by TCH Assist by phone or via the TCH Salsa App - One call and you are looked after!
- Fully comprehensive Business Insurance, fixed for 3 years (regardless of any claims)
- Additional 2 named drivers allowed (min age 18 years)
- VAT savings for VAT registered organisations
- *Unlike some car scheme providers, TCH Leasing finances **and** manages the vehicles 'in house'. Some providers will use a multitude of funders which mean administration can be a burden to employers with invoices from a number of different providers.*

**The scheme is a true Salary Sacrifice scheme which enables employees to lease a brand new electric or hybrid car, fully serviced, maintained and insured for either 2, 3 or 4 years - all they have to do is plug it in or add fuel!**

This scheme offers substantial savings over traditional personal finance methods due to Income Tax and NI savings and Fleet discounts on vehicles and maintenance costs, negotiated by TCH Leasing, all included in the package.

The car is classed by HMRC as a 'benefit in kind' on which company car tax must be paid however choosing an electric car will minimise this.

Electric cars are now compatible with many peoples driving patterns and huge savings are available on these because there will be JUST 2% COMPANY CAR TAX payable on Electric Vehicles until April 2025.

That means there is no cheaper way of acquiring a brand new electric car than via this scheme.

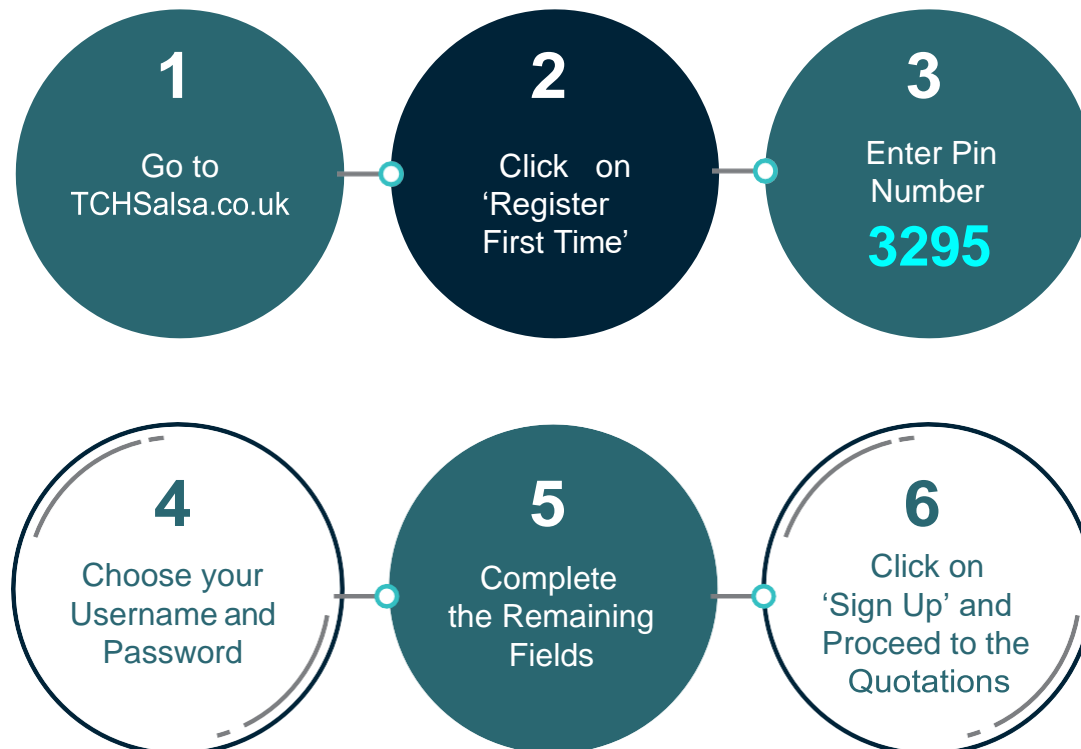
CASH ALLOWANCE DRIVERS - using this scheme means ALL of the allowance can go towards paying for the vehicle. If a cash allowance is spent on a private finance arrangement, it will be subject to income tax and NI deductions which means there is much less to spend!





# How Does it Work?

Employees save money by exchanging part of their salary before it is taxed; thereby reducing the amount of tax and national insurance they pay on the remainder. As the vehicle is classed as a 'Company Car' ('Benefit in kind') 'company car tax' must be paid at the prevailing rate for the vehicle (via an amended tax code) however this is much less than the savings to be made in income tax and NI - especially for zero emission electric cars. At the end of the contract the keys can either be handed back and collected or a new car can be ordered or alternatively, the car can be purchased as well.



The registration information will be used to calculate car quotes. Once registered, there are 3 options in the left-hand menu:

- **Special Offers** – click on any vehicle of interest for a tailored quote based on your registered profile. There are 6 Special Offers tabs with various models in categories such as City Car/Small Family/Large Family/ Small Crossover-SUV/Large Crossover SUV/ Electric & Hybrid
- **New Quote** – simply use the drop-down boxes to generate a quote on a specific make and model
- **Car Shopper** – if you don't know what cars fall within budget, use the drop- down filter boxes and choose the budget range in order to generate a list of vehicles that fit in to the requirements

Once a quote has been generated using any of the above means, they can be saved in order to compare them before starting the order process online.

Here is a typical example from the website of how it works:

The gross monthly deduction from salary of £589.28 per month (including everything except the fuel) means you will save the amounts of income tax and NI shown in the adjacent boxes. Although the Company Car tax of £21.02 per month has to be added back in (collected via a change in your tax code) an overall saving of £233.85 per month is made via this arrangement meaning the amount the employee sees as a reduction in net pay is only £355.43!

All vehicles shown include the fully comprehensive insurance - FIXED FOR A 2 OR 3 YEAR CONTRACT PERIOD REGARDLESS OF ANY CLAIMS. (4<sup>th</sup> year premium, if chosen, is subject to review)  
However, rentals excluding insurance can be available on request.

(\*figures based on 40% income tax and 3.25% NI taxpayer)

VAUXHALL MOKKA-E ELECTRIC HATCHBACK 100kW  
Elite Premium 50kWh 5dr Auto

Change ? ↺

Taxable List Price £31,525.00 CO2 Emissions 0 Combined MPG 0 Transmission Automatic

**£355.43**  
Total Estimated Net Salary Reduction due to salary sacrifice

- ✓ Maintenance
- ✓ Servicing
- ✓ Insurance
- ✓ Road Tax
- ✓ Accident Management
- ✓ Tyres
- ✓ Breakdown Cover

Contract Annual Mileage 8000 ▼ Duration 3 years ▼

Colour Choose Colour ▼

### Salary Sacrifice Details

Your vehicle quotes are shown below together with the estimated net cost to you after your salary sacrifice. The cost of salary sacrifice depends upon your own personal tax position and you should make your own investigations. National Insurance saving calculation shown is based upon April 2022 increase from 12% to 13.25% (20% taxpayer) and 2% to 3.25% (40% and 45% taxpayer. Tax and NI rates may be subject to change at any time.

All inclusive Gross Monthly salary deduction.	Income tax saving based on marginal rate of 40.0%.	NI saving based on marginal rate of 3.25%.	Company car tax payable.
£589.28	-£235.71	-£19.15	£21.02

**Don't forget - the vehicle is fully insured, serviced and maintained throughout - with no deposit required!**

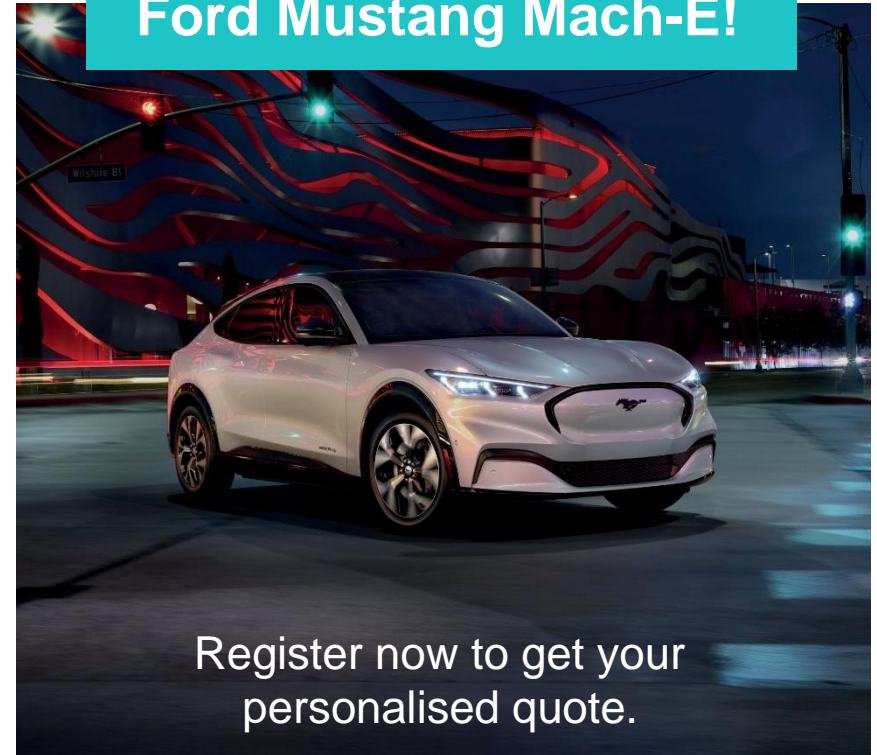
**Note - There is just 2% Company Car Tax (BIK) on Electric Vehicles (example on the previous page) until April 2025, making this scheme the CHEAPEST way to acquire a brand new fully electric car with all the savings it brings!**

Check out our Guide to Electric Vehicles on our website

To be eligible, employees must have completed at least 6 months employment with you to qualify. They must also consider whether they are going to remain in your employment during the 2, 3 or 4 year contract that they choose - as with any retail/personal finance arrangement they would be liable for an early termination charge up to a maximum of their normal final salary if they leave before the end of the contract period.

For more details to see how it works, please log in and visit the quotations page of the website and download the FAQ Guide from the left-hand menu of the page. This is a very comprehensive list of questions and answers about the scheme which goes into great detail about the arrangement.

**Explore the new Electric Ford Mustang Mach-E!**



Register now to get your personalised quote.

If you want to contact TCH Salsa directly with any queries not answered by the FAQ guide or for any other assistance, here's how to do it:



[www.tchsalsa.co.uk](http://www.tchsalsa.co.uk)



Sales Support on 0333 0146 059



[salariesacrifice@tchleasing.co.uk](mailto:salariesacrifice@tchleasing.co.uk)