

Your guide to leasing a Motability car

Prices valid April - June 2016

Inside:

A new selection
of cars and prices

Need-to-know
information about the
Motability Scheme

Three steps
to leasing your
new Motability car



**See full
car list at**
motability.co.uk



The Motability Scheme has been an absolute lifeline.

Motability Customer



Who's involved



We are Motability Operations Ltd, a company authorised and regulated by the Financial Conduct Authority. All Motability Scheme vehicles are leased to customers by us. Motability, the charity, oversees and sets policy for the Motability Scheme. If customers are unable to afford the right mobility solution to meet their needs, Motability may be able to provide financial help.

Worry-free motoring starts here!

The Motability Scheme is a unique, all-inclusive, affordable leasing package, created for the benefit of disabled people. Right now in the UK, over 630,000 customers and their families enjoy the freedom and independence the Scheme brings.

In a nutshell, it allows you to lease either a car, Wheelchair Accessible Vehicle (WAV), scooter or powered wheelchair, whichever suits your needs best, with insurance, maintenance and breakdown included in the price. So in the case of a car, you just pay for fuel and off you go.

The standard lease length is three years and relevant payments are simply deducted from your mobility allowance every four weeks, and paid directly to us by the Department for Work and Pensions.

At the end of your lease you simply hand your car back. And, if like most customers you choose to stay with us, you then select a new car and take another lease.

When we say ‘all-inclusive’, we mean just that. Here’s a summary of what comes as standard with every car lease package:

-
- Choose from over 2,000 of the latest car models
 - Insurance for two named drivers
 - Full RAC breakdown cover, including home and roadside assistance
 - All servicing, repairs, tyre and windscreen replacement and road tax
 - 60,000 mileage allowance over three years
-

Also, many of our most popular adaptations can be fitted at no extra cost at the start of your lease.





Three steps to the Motability car of your choice

1.

See what's available

You'll find a full list of our cars with pictures and specifications on our website – **motability.co.uk**.

There's a choice of over 2,000 cars from all the major manufacturers, ranging from small low-emission hatchbacks, to larger vehicles for bigger families.

Our easy online 'Car Search' will help you find the types of cars you are particularly interested in.

To give you an idea, we've included examples of the cars available starting on page 11 of this brochure.



2.

Pick your dealer

There are almost 5,000 Motability dealers in the UK, ready to help find the car that's right for you.

You can use the 'Find a dealer' search on our website to locate the one that's nearest to you, along with their contact details.

All dealers have dedicated Motability specialists, trained to help you every step of the way.

We recommend you call them directly to arrange an appointment, then test drive any cars you're considering to see which one feels right for you.



3.

Place your order

The dealer you choose will complete your order for you at the dealership.

You will need to bring your Certificate of Entitlement (provided by the Department for Work and Pensions), proof of address and driving licences for the intended drivers.

You will be guided through a couple of forms, to make sure you are happy that the Motability Scheme and the car you are ordering is right for you now, and throughout the course of your lease.

Your dealer will then arrange a delivery date to suit you both.





**Want to see what our
customers think?
motability.co.uk/videos**



Delivery day

On delivery day your dealer will give you a tour of the car and answer any questions. Once you're happy, simply sign the agreement using the PIN number we send you and drive away in your new car!

Your dealer along with our Scheme partners, RSA, RAC and Kwik Fit, will be there to support you throughout your lease should you need them.

In three years' time, you simply hand back your car and choose your next one.

View our huge choice of cars at motability.co.uk.

Our easy 'Car Search' will help you narrow down the types of cars you may be interested in.

Find a choice of dealers near you at motability.co.uk/findadealer.

Enter your postcode, select the dealers you would like to visit and speak to their Motability specialist to arrange an appointment.

**Or call one of our team
who will be happy to help
0800 093 1000.**

When you lease a car through the Motability Scheme there are three pricing options:

- ➔ Cars that cost less than your mobility allowance
- ➔ Cars that cost the same as your mobility allowance
- ➔ Cars that cost the same as your mobility allowance plus an Advance Payment



Over the next few pages, you'll find a small selection of the cars available within each pricing option. Remember, whichever car you pick, you will enjoy the same all-inclusive package of insurance, breakdown cover, servicing, tyres and glass replacement. To see the full range of over 2,000 cars available visit **motability.co.uk**.

Cars that cost less than your mobility allowance



You'll find a choice of around 150 cars on the Scheme that cost less than your allowance.

The amount you pay is fixed during your lease. The remainder of your allowance is paid directly to you by the Department for Work and Pensions (DWP), including any increases to your allowance during your lease.



Keep
£7.45
per week*

Volkswagen up!
1.0 59bhp Move Up 5dr

Manual / Petrol / 62.8 MPG

- £0 Advance Payment
- Variable load floor

£50 per week ←



Keep
£4.70
per week*

Toyota Aygo
1.0 VVT-i 68bhp X 5dr

Manual / Petrol / 68.9 MPG

- £0 Advance Payment
- LED daytime running lights

£52.75 per week ←



Keep
£4.70
per week*

Peugeot 208
1.0 PureTech 67bhp Access 5dr

Manual / Petrol / 64.2 MPG

- £0 Advance Payment
- Steering wheel mounted controls

£52.75 per week ←

Kia Venga
1.4 89bhp 2 5dr 5st S/S

Manual / Petrol / 50.4 MPG

- £0 Advance Payment
- Sliding and reclining front seats

£53.75 per week ←

Keep
£3.70
per week*



✓ = Lower emission models

Prices and features of car models shown are correct at the time of printing and may be subject to adjustments or withdrawal in the event of any changes taking place which affect the cost of provision of the contract hire agreement. Prices shown are valid for recipients of the HRMC of the DLA and ERM of PIP making an application between 01/04/2016 and 30/06/2016, but may be subject to change. Customers are advised to check any specifically required vehicle features with their dealer at the point of application. All vehicles shown are for illustrative purposes only. *This is the amount of your higher rate mobility allowance which will continue to be paid to you by the Department for Work and Pensions (DWP). This amount is based on the current weekly allowance rate of £57.45 and will increase if the DWP makes its annual allowance increases (usually in April). Prices for Cars shown in blue and red on pages 12-13 mean that all of your weekly higher rate mobility allowance, including any DWP annual allowance increases (usually in April), is paid to Motability Operations Limited. All MPG figures quoted are combined. Motability Operations Limited is authorised and regulated by the Financial Conduct Authority.

Cars that cost the same as your mobility allowance



There's a range of over 400 cars on the Scheme that cost the same as your mobility allowance.

So, you simply swap the whole of your mobility allowance, including any increases, for the car of your choice.



£0
Advance
Payment

Nissan Qashqai

1.2 113bhp Acenta 5dr

Manual / Petrol / 50.4 MPG

- LED daytime running lights
- Dual zone climate control

Total mobility allowance ←



£0
Advance
Payment

Citroën C4 Cactus

1.2 PureTech 81bhp Flair 5dr

Semi Automatic / Petrol / 65.7 MPG

- Sat nav
- Reversing camera

Total mobility allowance ←



£0
Advance
Payment

Renault Kadjar

1.2 128bhp Dynamique Nav 5dr

Manual / Petrol / 50.4 MPG

- Sat nav
- Brake assist

Total mobility allowance ←



£0
Advance
Payment

Mazda 6

2.0 143bhp SE (NAV) 4dr

Manual / Petrol / 51.4 MPG

- Sat nav
- Multimedia system

Total mobility allowance ←



£0
Advance
Payment

Vauxhall Zafira Tourer

1.4 138bhp SRi 5dr 7st Prk

Manual / Petrol / 42.2 MPG

- Front and rear parking sensors
- Emergency brake assist

Total mobility allowance ←



£0
Advance
Payment

Hyundai Tucson

1.6 GDi Blue Drive 130bhp S 5dr

Manual / Petrol / 44.8 MPG

- Hill start and downhill assist control
- DAB digital radio

Total mobility allowance ←

Volkswagen Golf

1.2 84bhp S 5dr

Manual / Petrol / 57.6 MPG

- Infotainment system
- Electronic parking brake

Total mobility allowance ←



£0
Advance
Payment

Cars that cost the same as your mobility allowance plus an Advance Payment



You can increase your choice further by paying a one-off, non-refundable Advance Payment.

This covers the difference between your allowance and the total cost of the lease, over the course of your agreement.



£99
Advance Payment

Vauxhall Mokka

1.4 138bhp Exclusiv 5dr Prk

Automatic / Petrol / 43.5 MPG

- Front and rear parking sensors
- Hill start assist

Total mobility allowance ←



£245
Advance Payment

Ford Kuga

1.5 Eco 148bhp Zetec Nav 5st Prk

Manual / Petrol / 45.6 MPG

- Sat nav
- Keyless start

Total mobility allowance ←



£299
Advance Payment

Honda CR-V

2.0 153bhp S 5dr

Manual / Petrol / 39.2 MPG

- Hill start assist
- Intelligent multi info display

Total mobility allowance ←



£495
Advance Payment

Skoda Superb

1.4 TSI 123bhp S 5dr

Manual / Petrol / 52.3 MPG

- Rear parking sensors
- LED daytime running lights

Total mobility allowance ←



£499
Advance Payment

Peugeot 3008 Crossover

1.6 Blue HDi 118bhp Active 5dr

Manual / Diesel / 68.9 MPG

- Rear parking sensors
- Electronic parking brake

Total mobility allowance ←

You can trade-in your old car ←

You can trade-in your privately owned car to help finance the Advance Payment or optional extras of your new one. Lots of Motability dealers offer this facility and will arrange the trade-in price with you directly.

✓ = Lower emission models

BMW 1 Series

1.5TD 114bhp 116d SE 5dr Nav

Manual / Diesel / 78.5 MPG

- Sat nav
- Crash sensor

Total mobility allowance ←

£599
Advance Payment



Now that you've got a good idea of how the Scheme works, here's a little more information to make sure it's right for you

You are eligible for the Motability Scheme if you receive any of the allowances below, and have at least 12 months remaining on your award. You can also lease through the Scheme if you are a parent or guardian of a child aged three or over, who receives the allowance.



Higher Rate Mobility Component of the Disability Living Allowance (HRMC of DLA)

Enhanced Rate of the Mobility Component of Personal Independence Payment (ERMC of PIP)

War Pensioners' Mobility Supplement (WPMS)

Armed Forces Independence Payment (AFIP)

A few simple rules

There are a few straightforward rules that we ask Motability Scheme customers to abide by. Essentially they focus on the car being used by, or for the benefit of, the disabled customer. Your dealer will talk you through these as part of your application, or you can find more details at [motability.co.uk/useofcar](https://www.motability.co.uk/useofcar).

You don't have to be the driver

Not all our customers can drive, or want to. That's why the insurance included in your lease is for up to two named drivers. These can be either yourself, friends, family or carers. Generally all that will be asked is that named drivers live within five miles of your address, though we will consider people outside this area that provide essential mobility support.

We may consider fitting a location tracker if none of your named drivers are resident at your address, or you live in a care home where a number of drivers have access to the car. If this is the case, we will always speak to you in advance.

As with most car insurance, there are some restrictions in terms of convictions, endorsements and drivers aged under 25, but your dealer will cover this with you during your application.

Another benefit of the Scheme is that you can use your Motability car when learning to drive as long as you have a provisional licence and you, and the experienced driver you must have with you, are both named on your RSA Motability insurance. For more information about who can drive your car, go to [motability.co.uk/drivers](https://www.motability.co.uk/drivers).





No credit checks

All you need to lease a vehicle on the Motability Scheme is at least 12 months remaining on one of the allowances listed opposite. There are no credit checks, no lengthy forms and no age limits.

About PIP reassessment

As you may know, the government has started to introduce a new benefit called PIP to replace DLA for people aged between 16 and 64. This is important as the Motability Scheme can only accept applications from people who receive one of the allowances listed on the opposite page. However, as long as you're successful in your application for the ERM of PIP, you will be eligible for the Motability Scheme.

If you become a Motability customer, then lose your allowance, you'll have to return the car. However, you won't have to make any further payments or pay any penalties, and you'll be offered the chance to buy the car. You may also be entitled to a £250 Return to Dealer payment.

If you currently receive DLA and the Department for Work and Pensions (DWP) has already invited you to apply for PIP reassessment, you may want to wait for the outcome before considering whether to join the Scheme. For more information visit [motability.co.uk/PIP](https://www.motability.co.uk/PIP).



Adaptations if you need them

Many people think Motability cars are always specially adapted, however as our all-inclusive package provides insurance for two named drivers, only a relatively small percentage of our customers decide they want to fit driving adaptations.

If you do need adaptations to make travelling easier, we offer a great range to help with driving, accessing your car, or storing a wheelchair. And the good news is, many are available at no extra cost when fitted at the start of your lease. In most cases adaptations are fitted in such a way that your named drivers can continue to use the standard controls.

Our adaptation installers work with our dealers and will be happy to discuss what's available and arrange demonstrations. There are over 100 installers across the UK. You can find their contact details and information about the adaptations they provide at [motability.co.uk/adaptations](https://www.motability.co.uk/adaptations).

→ Here are just a few examples of adaptations you could ask about:

If you have limited mobility or control in your legs

Ask about: Electronic accelerators, left foot accelerators, mechanical hand controls, steering aids, pedal guards.

If you have limited upper body strength

Ask about: Steering aids, remote control devices, electronic accelerators.

If your wheelchair or scooter is too heavy to lift into your car

Ask about: Car boot and roof hoists.

If you find it difficult to transfer from your wheelchair into your car

Ask about: Person hoists, swivel seats, transfer plates.

The Motability Scheme aims to provide the simplest and most affordable way to run a car

We're confident the Scheme offers great value compared to buying or leasing privately. The table opposite highlights how much you could save on one of our cars. Remember, there's a choice of over 2,000 vehicles, 550 that cost no more than your weekly allowance, so there's bound to be a model that suits both your needs and budget.



The treatment and service from my dealer is second to none.

Mr Hussey, Milton Keynes





How we get you the latest prices

Every three months we negotiate prices with leading car manufacturers, then update our price lists to make sure we are always providing you with the best possible value for money.

And once you've made your choice and placed your order, you have the peace of mind that we guarantee the price, even if it changes before you take delivery.



**Save
£5,148.96**

when you lease
this car through
the Motability
Scheme

Vauxhall Mokka 1.6 Exclusiv 5 door 2WD with parking sensors	Leasing through the Motability Scheme^[1]	Purchasing car outright using a supermarket loan^[2]
Finance costs:		
Deposit or Advance Payment	£0.00 ^[3]	£0.00
Monthly Payments (x36)	£251.36 ^[4]	£514.24
Total finance cost you pay over 3 years	£9,049.14	£18,512.64
Plus, running costs:		
3 years insurance and breakdown ^[5]	Included	£1,958.61
3 years maintenance ^[6]	Included	£701.85
Total finance and running costs over 3 years:	£9,049.14	£21,173.10
Resale value of car at end of 3 years	n/a ^[7]	£6,975^[8]
Total cost less value of car when sold at 3 years^[9]	£9,049.14	£14,198.10
Total you save through the Motability Scheme	£5,148.96	

1. The Motability Scheme price includes a three year package of insurance, loss and damage protection, service and maintenance costs, RAC breakdown recovery, tyre and windscreen replacement. **2.** Outright purchase using loan from Sainsbury's Bank at 3.4% APR fully repayable over 36 months (source: sainsburysbank.co.uk 07/03/2016). Assuming a purchase price of £17,590 based on an average of the What Car? Target Price (07/03/2016) and leading online retailer Parkers Target Price (source: Parkers.co.uk 07/03/2016). **3.** This Advance Payment is available between April 2016 - June 2016. **4.** Average expected monthly payment of the HRMC of DLA or the ERM of PIP over three years from April 2016, including expected inflation. **5.** Three year insurance includes vehicle insurance provided by LV (£510.88 p.a.) (source: moneysupermarket.com 07/03/2016) and breakdown recovery service from the RAC (£141.99 p.a.) that is equivalent to the Motability Scheme provision (source: rac.co.uk 07/03/2016). Comprehensive insurance quote for a 57 year old unemployed male from Merseyside, 5 years no claims, £100 voluntary excess, no driving convictions. **6.** Three year maintenance includes tyre cost of £100, with an average of two tyres every three years (£33.33 p.a.), average service costs during three year life of a Vauxhall Mokka 1.6 Exclusiv 5 door 2WD with parking sensors from a Merseyside Dealership (07/03/2016, £149.00 p.a.) and one MOT payment of £54.85. **7.** There is no standard option to purchase the car offered by the Motability Scheme. **8.** March 2016 CAP resale value for a vehicle with a 16 year plate sold in three years time, with an average of 25,000 miles covered. **9.** The total cost assumes that this vehicle has either been handed back at the end of the three year Motability Scheme contract or has been sold privately at the forecast value predicted in [8] above. If more or less money is achieved on the sale of the vehicle, the total three year costs would change.

As well as cars, there's a wide range of Wheelchair Accessible Vehicles (WAVs), scooters and powered wheelchairs

You'll find more useful advice about WAVs, scooters and powered wheelchairs on our website, where you can also request detailed information brochures about each option.



Small, medium and large WAVs

WAV stands for Wheelchair Accessible Vehicle – ideal if you find transferring from your wheelchair and then storing it difficult. There's a wide range of models available on the Motability Scheme, with the option of leasing new or nearly new models. You can find out more at [motability.co.uk/wavs](https://www.motability.co.uk/wavs), including how to locate your nearest WAV supplier.



Small Wheelchair Accessible Vehicles

- Available from a range of converters
- Manual and automatic options
- Small WAV prices starting from:

£1,195 Advance Payment



Plus: Hundreds of other small, medium and large WAVs available, see prices at [motability.co.uk/wavs](https://www.motability.co.uk/wavs).



Scooters and powered wheelchairs

If you're just looking for an easier way to get out and about, a scooter or powered wheelchair may well provide the answer to the greater independence you are looking for. The lease works in exactly the same way as the car Scheme, with the same all-inclusive package. You can find out more and view small, medium and large models at [motability.co.uk/scooters](https://www.motability.co.uk/scooters).





Useful contacts

The Motability Scheme:

Motability Operations

City Gate House
22 Southwark Bridge Road
London SE1 9HB
Telephone: **0800 093 1000**
motability.co.uk

If you have specialist Minicom equipment, please call our text phone: **0300 037 0100**

Disability Living Allowance (DLA) or Personal Independence Payment (PIP):

Department for Work and Pensions

Telephone: **03457 123 456**
dwp.gov.uk

Department for Social Development (NI)

Telephone: **028 9090 6182**
dsdni.gov.uk

War Pensioners' Mobility Supplement or Armed Forces Independence Payment:

Veterans UK

Telephone: **0808 191 4218**
veterans-uk.info

DVLA

Telephone: **0300 790 6802**
dvla.gov.uk



See a huge display
of vehicles at our
One Big Day events
motability.co.uk/onebigday

**Browse our current list of cars at
motability.co.uk.**

Our easy 'Car Search' will help you narrow down
the types of cars you may be interested in.

**Find a choice of dealers near you at
motability.co.uk/findadealer.**

Enter your postcode, select the dealers you
would like to visit and speak to their Motability
specialist to arrange an appointment.

**Or call one of our team
who will be happy to help
0800 093 1000.**



The leading car scheme for disabled people

Motability Operations Limited is the principal service provider to Motability and the Motability Scheme.
Registered Office: City Gate House, 22 Southwark Bridge Road, London SE1 9HB.
Registered in England and Wales. Co. No. 1373876.

Motability Operations Limited is authorised and regulated by the Financial Conduct Authority.

Calls may be recorded and monitored to improve customer service.
Please note that quoted customers are not pictured.

Published by Motability Operations Limited.



Car Intro 04/16