

# **SOUTHGATE**<sup>TM</sup>

Salary Packaging Services

Rebatable

**“Increase the value of your wages through the use of effective salary packaging”**



**Novated  
Leasing  
Specialists**

**Tax Free  
Petrol &  
Maintenance**



**Package your  
Mortgage**



**Laptop  
& Notebook  
Computers**



[www.southgatesalpack.com.au](http://www.southgatesalpack.com.au)

**1300 132 500**

## What is Salary Packaging?

Salary Packaging is about foregoing some of your cash income to receive benefits of similar value provided by your employer.

The main items that you may benefit from salary packaging are:

- Motor Vehicles (under a Novated Lease)
- Additional Superannuation
- Laptop Computer and PDAs\*
- In-House Benefits (such as School Fees)
- Mortgage/Rent Payments

Our consultants can tailor other available options to suit your needs.

## Why Should I Salary Package?

Salary Packaging is about providing you with a financial benefit by reducing your income taxation and therefore increasing your take home pay.

## Why Use Southgate Salary Packaging Services?

- Personalised customer service
- Access experts with extensive salary packaging experience
- Tailored packages, ensuring the most tax-effective outcome
- Novated Lease specialists
- State-of-the-art systems
- 24hr access to your salary packaging details via our secure website:  
[www.southgatesalpack.com.au](http://www.southgatesalpack.com.au)

\*Greater than 50% business use is required for these benefits.

## SALARY PACKAGING EXAMPLES

### LAPTOP COMPUTER

**\$65,000 Salary**  
**\$3,300 Laptop Computer\***

	Not Packaged	Packaged
Gross Salary	\$65,000	\$65,000
Less Laptop Computer	-	\$3,300
<i>Plus</i> Input Tax Credits		\$300
Gross Salary after Packaging	\$65,000	\$62,000
Less Income Tax inc. Medicare	\$14,475	\$13,530
Net Salary	\$50,525	\$48,470
Less Laptop Computer	\$3,300	-
Disposable Income	\$47,225	\$48,470

**Annual Benefit: \$1,245**

\*Greater than 50% business use is required to package this benefit.

### IN-HOUSE BENEFITS

**\$65,000 Salary**  
**\$9,500 In-House Benefits**

	Not Packaged	Packaged
Gross Salary	\$65,000	\$65,000
Less In-House Benefits	-	\$9,500
Less Fringe Benefits Tax	-	\$2,768
Gross Salary after Packaging	\$65,000	\$52,732
Less Income Tax inc. Medicare	\$14,475	\$10,610
Net Salary	\$50,525	\$42,122
Less In-House Benefits	\$9,500	-
Disposable Income	\$41,025	\$42,122

**Annual Benefit: \$1,097**

## SALARY PACKAGING EXAMPLES

### MORTGAGE PAYMENT

**\$95,000 Salary**  
**\$16,050 Mortgage Payment<sup>#</sup>**

	Not Packaged	Packaged
Gross Salary	\$95,000	\$95,000
Less Mortgage Payment	-	\$16,050
Less Fringe Benefits Tax	-	\$7,254
Gross Salary after Packaging	\$95,000	\$71,696
Less Income Tax inc. Medicare	\$25,425	\$16,584
Net Salary	\$69,575	\$55,112
Less Mortgage Payment	\$16,050	-
Disposable Income	\$53,525	\$55,112

**Annual Benefit: \$1,587**

<sup>#</sup>This item may not be beneficial for employees with an income of less than \$90,000.

### NOVATED LEASE (Fully Maintained)

**\$65,000 Salary**  
**\$30,000 Car – Travelling 25,000km with a 3 year lease**

	Not Packaged	Packaged
Gross Salary	\$65,000	\$65,000
Less Vehicle Lease	-	\$7,112
Less Vehicle Running Costs	-	\$6,600
Less Fringe Benefits Tax	-	\$1,648
Plus Input Tax Credits	-	\$1,247
Gross Salary after Packaging	\$65,000	\$50,887
Less Income Tax inc. Medicare	\$14,475	\$10,029
Net Salary	\$50,525	\$40,858
Less Vehicle Lease	\$7,112	-
Less Vehicle Running Costs	\$6,600	-
Disposable Income	\$36,813	\$40,858

**Annual Benefit: \$4,045**

**Term of Lease Benefit: \$12,135**

## What is a Novated Lease?

A Novated Lease is a three way agreement between the employee, a financier and the employer to finance a car. This is known as a Deed of Novation.

The Deed of Novation transfers the employee's responsibility for payment of the lease to the employer for the term of the Novation Agreement or until the employee ceases employment, whichever occurs first.

Ask one of our specialist car consultants how to lease:

- A New Car
- A Pre-Owned Car
- Your Existing Car (via sale & lease back)

**Package a Novated Lease with the following car expenses Income Tax and FBT free:**

- **Lease Payments**
- **Fuel & Oil**
- **Servicing & Maintenance**
- **Repairs**
- **Tyres**
- **Registration**
- **Comprehensive Car Insurance**
- **Roadside Assistance**
- **Car Wash**

Call one of our Salary Packaging Consultants on 1300 132 500 to discuss the potential benefits of a Novated Lease.

## **Novated Lease Quote Request**

Make: .....

Model: .....

Transmission: .....

Accessories: .....

.....

.....

Term:  12     24     36     48     60

Annual Kilometres: .....

## **Benefits of Acquiring Vehicles Through Southgate:**

- One contact for all your car, finance and salary packaging needs
- Complete tailored solution from Novated Lease specialists
- We do all the negotiating with dealerships and manufacturers
- Delivery Australia-wide by local dealers
- Access fleet discounts
- Maximise value of trade-ins

## PACKAGE CONSULTATION REQUEST FORM

If you would like Southgate Salary Packaging Services to contact you regarding salary packaging, please provide the following information and return the card to your packaging consultant or to:

PO Box 183, South Melbourne, VIC 3205.

Date: .....

Name: .....

Employer: .....

Occupation: .....

Salary:..... Pay Cycle:.....

Postal Address:.....

.....

.....

Phone Number (Home): .....

Phone Number (Work): .....

Mobile: .....

Email:.....

Benefits that you are interested in packaging:

- Novated Lease (see overleaf)
- Additional Superannuation
- In-House Benefits
- Mortgage/Rent Payments
- Other (please specify)

.....  
Preferred contact day and time:

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## Disclaimer

The examples contained in this document are for illustrative purposes only and are of general nature only. They do not take in to consideration your personal circumstances. The benefits that may be achieved by salary packaging will vary depending on your employment situation, your employer's salary packaging policy and the chosen benefits.

Southgate Salary Packaging Services provides administrative services on behalf of employers. We do not provide any advice on the financial, taxation or welfare recipient benefit impacts relating to salary packaging.

You should seek independent professional advice on how salary packaging may impact your individual financial, taxation and welfare benefit circumstances before proceeding with salary packaging.

The calculations in the examples given are based on Income Tax rates for the 2008-2009 financial year as at June 2008. They assume that your employer is eligible to claim back the GST and returns it to your package, that you are claiming the tax-free threshold and that you have no other salary packaged components or additional income/deductions. The estimated annual Novated Lease savings are based on the assumption that the financing of the car outside of the salary package arrangement is on the same terms and conditions as the Novated Lease.

Our services are provided subject to our Terms and Conditions and your employer's Salary Packaging Policy.

Information provided by you is subject to our Privacy Policy available at [www.southgatesalpack.com.au](http://www.southgatesalpack.com.au).