

SALES NEWS Issue 96

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Customer Finance

As you know, we now have a mix and match range of finance schemes which you can offer to your customers, these include: Acorn Assist assisted and 0% finance; Headstart assisted and 0% finance; non-assisted finance commission bearing and non-commission bearing; 0% non-subsidised, etc...

By widening the range of finance options available to your customers we hope to provide a payment scheme to suit every pocket. However, we realize that having so many options may give you an administrative headache!

In order to clarify and simplify the various finance options available to you, Chartered Trust have offered to visit any dealer who needs help or advice with selling finance to Acorn customers. If you would like Chartered Trust to visit you please telephone Julie Dalleywater in the Sales Office and she will arrange for them to contact you and arrange a mutually convenient date.

NB: you need a Consumer Credit Licence in order to sell finance; if you don't already have one of these contact your local Office of Fair Trading. If you can't offer finance to your customers you could be losing out on sales.

Acorn Assist 0% Finance

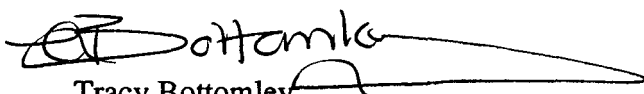
On your latest Acorn Assist 0% Finance chart, you should note that the total paid column does not include PPP insurance, but the total cost of the goods.

In order to calculate the total amount payable with PPP, take the monthly repayment and multiply by 6, then add on the deposit amount = total payable.

For information, the multiplying factors are:

| | |
|-------------|----------|
| without PPP | 0.166667 |
| with PPP | 0.170656 |

Yours faithfully


Tracy Bottomley
Sales Desk Supervisor

Acorn 