



# END OF LEASE GUIDE

## PLAN AHEAD TO AVOID UNEXPECTED CHARGES



We strive to deliver the best experience possible when customers partner with us to lease equipment.

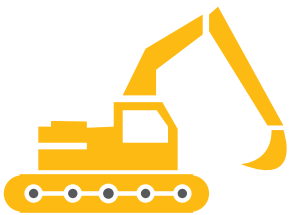


We have developed this guide to help you understand the expectations as the end of your lease approaches.

## END OF LEASE OPTIONS | **PURCHASE, RENEW, OR RETURN** YOUR EQUIPMENT

As a leasing customer, you have several options to consider when your lease agreement ends. Leading up to the expiration date, your Lease Services Consultant will contact you to discuss your options, which are outlined below.

You must declare your intent with Cat Financial **no later than 60 days prior** to the expiration date of your lease. Use the contact information on the next page to declare your intent. You are responsible for additional rent and other charges incurred if arrangements have not been made to purchase the equipment, renew the lease, or return the equipment by the expiration date of your lease. Please reference your lease agreement for specific information.



### **PURCHASE** EQUIPMENT

**With Financing** – Subject to credit approval, you can finance up to 100% of the cost of the equipment. View current financing offers on [catfinancial.com](https://catfinancial.com).

**Without Financing** – A final invoice will be issued that will include any outstanding payments and applicable taxes, fees, charges, or other final adjustments.



### **RENEW** LEASE

**Short-Term** – Subject to approval, short-term monthly extensions may be considered under the same terms and conditions of your original lease.\*

**Fixed Term** – Subject to approval, your lease can be extended for an additional 12-, 24-, or 36-month term with new terms and conditions.

\*Not all leases will qualify.



### **RETURN** EQUIPMENT

Returned equipment must meet the return condition standards that are outlined in your lease agreement and on the next page. We recommend that you contact your local Cat® dealer to arrange for a pre-inspection to determine what repairs may be required.

SEE PAGE 2 FOR DETAILS

## HOW TO MANAGE LEASED EQUIPMENT

- > Strictly follow the recommended maintenance schedule and preferred application for your leased machine. If you are performing repairs yourself, be sure to document all service to the machine throughout the duration of the lease. As a best practice, we recommend that technicians from the Cat dealer perform repairs to prevent any unexpected fees when your lease expires.
- > Schedule routine maintenance with your local Cat dealer during the warranty period as some repairs may be covered under warranty. Remember that customers are financially responsible for repairs that are not covered under warranty or performed after the warranty expires.
- > Ensure equipment operators and equipment/fleet managers understand the return condition guidelines as specified in your lease agreement.
- > Additional action should be taken if you plan to operate the equipment in non-standard or abrasive conditions that could cause damage or excess wear to the equipment. We recommend that you work closely with the Cat dealer to evaluate the condition of the machine regularly and develop a maintenance schedule to prevent any unexpected charges upon lease expiration.

## RETURN CONDITIONS

We recommend you schedule a pre-inspection with your local Cat dealer to determine if any repairs may be necessary. All repairs must be completed prior to return of your leased equipment and, all leased equipment must be returned to your local Cat dealer on or before the lease expiration date. Equipment returned after the expiration date is subject to additional rent and other charges as outlined in your lease agreement.

Cat Financial will inspect the machine and assess the condition to identify any outstanding repairs, excessive wear, or hour overages that are deemed noncompliant. Cat Financial will contact you to outline any noncompliance charges within 60 days from the date that the leased machine was returned. Any non-compliance charges will be due upon receipt of the invoice.

## WHO TO CONTACT

Have questions regarding the end of lease process? Review our FAQ page or use the resources below to help get the answers you need before your lease comes to an end. Contact your local Cat dealer for machine-specific questions.

### Lease Services Team

800-651-0567 | [NABC.CustomerService@cat.com](mailto:NABC.CustomerService@cat.com)

### Find Your Local Cat Dealer

### Frequently Asked Questions

## AREAS THAT CAN CREATE CHARGES

### Noncompliant Mechanical Components

- > Hydraulic systems that have damage, a gouge that exists in push cylinders, contamination or excessive leaks
- > Electrical components, including gauges, that are not functioning properly
- > Powertrain components, including the engine and transmission, that are not operating within Caterpillar specifications
- > Any lubrication or fluid seals that are leaking excessively
- > Wire harnesses that has been damaged or rearranged that can create a potential hazard
- > Filters that were not replaced per Caterpillar maintenance guidelines
- > Mechanical components that are damaged, missing or hazardous
- > Batteries that are unable to hold a charge
- > Inoperable operator assistance items such as seat heaters, cameras, windshield wipers, radios or other items

### Noncompliant External Components

- > Excessive damage to sheet metal that prevents the machine from being used
- > Excessive wear to the paint that requires new paint
- > Excess rust on the machine, including holes
- > Significant damage to the machine's grill from bending or tears
- > Wear greater than 50% on individual undercarriage components, tires, ground engagement tools, or rubber tracks  
Note: Undercarriage components and tires will be measured and charged individually.
- > Excessive damage to the tires or tracks that create a hazard
- > Damage to the Rollover Protection Structure (ROPS) – Caterpillar will determine if the damage has compromised the system and will require replacement
- > Damage to the frame or any repairs that did not meet specifications
- > Damaged or missing doors, steps, handrail, glass or covers

### Hours and Cleaning the Machine

- > Cleaning – Internal and external components of the machine including belly pans, engine area, undercarriage, and operator cab must be clean upon return. Excessive damage to interior features like the seat, control handles, gauges, dash or general compartment can result in additional fees.
- > Over Hours – Any machine returned with hours greater than number specified in lease agreement will be charged a fee. The fee is calculated by equal to excess hours times the per hour fee documented on the Return Conditions portion of the Lease Agreement. Note: Idle machine hours are considered the same as operating machine hours.

This marketing tool does not represent a contract or obligation of any kind between Cat Financial, its parent or affiliates, and the equipment owner. For details on any lease agreement, including a complete description of the return conditions, contact Cat Financial Lease Services. All graphics and lists in this marketing tool are provided solely for general information purposes and are not intended to be a solicitation or an offer to sell any product or service.

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