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Reliable solutions

Hitachi Construction Machinery Loaders America Inc..



ZAXIS Finance

Retail Lease Rates for Hitachi Wheel Loaders June 1st - 30th 2023

E-mail applications to: dealerprogram@zaxisfinance.com

CONTACT YOUR DEALER FINANCE MANAGER FOR HEAVY LOADER LEASE RATES (ZW370-6 OR LARGER)

Compact and Mid-Sized Loader FMV and FPO Lease Rates (ZW30 to ZW330)

250 Annual Hours FMV and FPO								
Term	24	30	36	42	24	30	36	42
Lease Factor	0.011607	0.011172	0.011020	0.012108	0.012750	0.012067	0.011749	0.012719
End of Term	FMV	FMV	FMV	FMV	77%	72%	69%	60%
500 Annual Hours FMV								
	Term	24	30	36	42	48	60	
	Lease Factor	0.015321	0.014409	0.014164	0.013334	0.012523	0.011469	
	End of Term	FMV	FMV	FMV	FMV	FMV	FMV	
500 Annual Hours FPO								
	Term	24	30	36	42	48	60	
	Lease Factor	0.016464	0.015304	0.014894	0.013946	0.013047	0.011869	
	End of Term	68%	63%	58%	56%	55%	50%	
750 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.015702	0.014407	0.013221	0.012442	0.016845	0.015137	0.013744	0.012842
End of Term	FMV	FMV	FMV	FMV	67%	57%	51%	45%
1000 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.016083	0.014894	0.014093	0.013109	0.017226	0.015623	0.014616	0.013509
End of Term	FMV	FMV	FMV	FMV	66%	55%	46%	40%
1500 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.017988	0.015380	0.014267	0.013242	0.019131	0.016109	0.014791	0.013642
End of Term	FMV	FMV	FMV	FMV	61%	53%	45%	39%
2000 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.020274	0.016109	0.014616	0.013375	0.021417	0.016839	0.015140	0.013776
End of Term	FMV	FMV	FMV	FMV	55%	50%	43%	38%

Summertime & Snow Lease - 250 Annual Hours (6 Pmts on & 6 Months Off)

If commencing in October payments are Oct to March and if commencing in November payments are Nov to Apr

Term Months	30	42
Lease Factor	0.0186092	0.0211693
End of Term	FMV	FMV

Summertime & Snow Lease - 500 Annual Hours (6 Pmts on & 6 Months Off)

If commencing in October payments are Oct to March and if commencing in November payments are Nov to Apr

Term Months	30	42
Lease Factor	0.0240009	0.0233138
End of Term	FMV	FMV

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**ZAXIS Finance****Retail Lease Rates for Hitachi Excavators June 1st - 30th 2023**E-mail applications to: dealerprogram@zaxisfinance.com

CONTACT YOUR DEALER FINANCE MANAGER FOR HEAVY EXCAVATOR LEASE RATES (ZX690LC-6, ZX890LC-6, AND EX MODELS)

Compact and Mid-Sized Excavator FPO Lease Rates (ZX17 to ZX490)

250 Annual Hours FMV and FPO								
Term	24	30	36	42	24	30	36	42
Lease Factor	0.014654	0.014489	0.013598	0.013964	0.015797	0.015384	0.014327	0.014575
Residual	FMV	FMV	FMV	FMV	77%	72%	70%	63%
500 Annual Hours FMV								
	Term	24	30	36	42	48	60	
	Lease Factor	0.018083	0.017173	0.016515	0.015390	0.014359	0.013970	
	Residual	FMV	FMV	FMV	FMV	FMV	FMV	
500 Annual Hours FPO								
	Term	24	30	36	42	48	60	
	Lease Factor	0.019226	0.018068	0.017245	0.016002	0.014882	0.014370	
	Residual	68%	63%	58%	56%	55%	45%	
750 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.019607	0.017731	0.015405	0.014503	0.020750	0.018460	0.015929	0.014903
Residual	FMV	FMV	FMV	FMV	64%	53%	49%	41%
1000 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.021512	0.018946	0.016626	0.015037	0.022656	0.019676	0.017150	0.015437
Residual	FMV	FMV	FMV	FMV	59%	48%	42%	37%
1500 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.023418	0.019190	0.016801	0.015170	0.024561	0.019919	0.017324	0.015570
Residual	FMV	FMV	FMV	FMV	54%	47%	41%	36%
2000 Annual Hours FMV and FPO								
Term	24	36	48	60	24	36	48	60
Lease Factor	0.025323	0.019433	0.016975	0.015304	0.026466	0.020162	0.017498	0.015704
Residual	FMV	FMV	FMV	FMV	49%	46%	40%	35%

Summertime Lease - 250 Annual Hours (6 Pmts on & 6 Months Off)

If commencing in October payments are Oct to March and if commencing in November payments are Nov to Apr

Term Months	30	42
Lease Factor	0.022752	0.024414
End of Term	FMV	FMV

Summertime Lease - 500 Annual Hours (6 Pmts on & 6 Months Off)

If commencing in October payments are Oct to March and if commencing in November payments are Nov to Apr

Term Months	30	42
Lease Factor	0.0286053	0.026909
End of Term	FMV	FMV

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Dealer Finance Managers

Justin Highland 509-658-7128

Kevin Pomarleau 509-885-5810

Lease

***First payment and doc fee are due in advance for Lease Programs.**

***End of Term options: FMV (Fair Market Value) or FPO (Fixed Purchase Option)**

***FPO residuals are listed as a % with a different payment factor than FMV lease options.**

***No harsh applications**

***Above factors may only be used up to a maximum of 120% of dealer net invoice.**

***Payment factors are subject to credit approval**

***May be subject to approval by HCMA Corporation**

***New Equipment Only. Lease program includes current & prior model year machines in standard application only with fewer than 250 starting hours.**

***Summertime and Snow Lease will have \$100 contact payments during the offseason. The contact payments will be applied and help lower the 6 on months.**

***Application only up to \$1,000,000.00**

*****PROGRAM TERMS AND RATES ARE SUBJECT TO CHANGE WITHOUT NOTICE**