



ALFA ROMEO STANDARD RETAIL RATES - 09.01.21 - 09.30.21

Price Tier	Assignment Fee	Rates as Low as*	Advance Before Backend	Max LTV	Min Income	Max Participation**
1	\$0	3.08% APR	135%	140%	\$2,100	Up to 2.5%
2	\$0	4.65% APR	135%	140%	\$2,100	
3	\$0	5.96% APR	135%	140%	\$2,100	
4	\$0	7.32% APR	135%	140%	\$2,100	

*Rates based on 60-month term and great deal structure including low LTV and PTI.

**Maximum participation limits up to 2.5% for terms between 12-60 months and up to 2% on terms between 61 and 75 months. Up to 1.5% for 84-month terms. Not every term or transaction type qualifies for the maximum allowable participation. Consideration is also given to credit quality and deal structure. Please check your callback for eligibility details.

84-month max term for all new FCA US brand vehicles.

Advance on new vehicle is based on manufacturer invoice.

The following states must use KBB Total Lending Value: AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA and WY; all other states must use J.D. Power valuations (formerly NADA) Clean Trade.

Vehicles up to 9 years and up to 120,000 miles may be eligible.

If written at buy rate, dealer may be eligible for a flat.

Amount Financed	Flat Amount*
\$10,000 - \$14,999	\$100
\$15,000 - \$19,999	\$150
\$20,000 - \$24,999	\$200
\$25,000 - \$29,999	\$250
\$30,000 - \$34,999	\$300
\$35,000 - \$75,000	\$350

* Please refer to callback for flat eligibility. All subvented rates get a \$150 flat regardless of amount financed.

We offer a 75/25 split for participation calculated using the ratio method:
 ([dealer part / contract rate] x total finance charge x split)

FUNDING PACKAGE ADDRESS	
FedEx Preferred - Faster turn-time (up to 1 day)	All Other Couriers
Chrysler Capital eDocs Program, Suite 2049 4054 Willow Lake Blvd Memphis, TN 38153	Chrysler Capital eDocs Program, Suite 2049 3268 Progress Way Wilmington, OH 45177

TITLING ADDRESSES	
Lienholder & Assignment Address	Loss Payee
Chrysler Capital P.O. Box 961272 Fort Worth, TX 76161	Chrysler Capital P.O. Box 3610 Carmel, IN 46082

CREDIT PHONE 855.541.7717

FUNDING PHONE 855.976.9766

To view incentivized offers, please visit the Chrysler Capital Dealer Website (via DealerCONNECT www.dealerconnect.com)

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Alfa Romeo

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STANDARD STIPULATIONS:

- » Dealer must validate identity of each applicant and ensure the accuracy of information provided on the credit application; failure to validate identity of applicant(s), or the submission of inaccurate information, may result in the contract being returned or unwound
- » Must confirm all incentivized program terms and eligibility requirements through the incentive configurator on DealerCONNECT
- » All vehicles model year 2020 and older must be booked out as of July 1, 2021
- » Include bookout for all used units; see Underwriting Guidelines for ineligible vehicles
- » A collateral history report will be obtained at funding to verify vehicle eligibility
- » Vehicles contracted as “new” with more than 6,000 miles should be classified as “used” for collateral valuation purposes and valued using J.D. Power valuations (formerly NADA)/KBB; if applicable and J.D. Power valuations (formerly NADA)/KBB valuation is not available, use like invoice calculation
- » Backend guidelines include:
 - » Vehicle Service Contract (VSC) up to \$6,500 or VSC MSRP
 - » GAP up to \$1,000, minimum line 3 LTV 70% or state-mandated minimum
 - » In IN and SC, minimum is calculated using J.D. Power valuations (formerly NADA) Retail Value
 - » For all other states, minimum is calculated using J.D. Power valuations (formerly NADA) Trade Value
 - » Vehicle maintenance plan up to \$1,500
 - » Tire & Wheel up to \$900
 - » MVP products are recommended
 - » Cannot exceed approved max LTV
 - » Refer to callback for specific backend financing guidelines
- » Must obtain final approval before contracting
- » Any changes to the amount financed and/or deal structure are subject to price adjustments
- » Ensure the contract is approved, signed by the applicant(s), dealer, and assigned to Chrysler Capital unless otherwise noted on callback
- » Rebates must be disclosed as rebate on contracts and cannot be disclosed as cash down payment
- » Compliance with the Wisconsin Marital Property Law is required
- » A Buyer’s Order is only required for the states of Colorado, Illinois, Iowa, Missouri and New Hampshire
- » Chrysler Capital prefers all contracted parties to be listed on the title application/guarantee of title; a Notice to Co-Signer form is required for deals with only one borrower listed on the title application; in the state of Illinois, a Notice to Co-Signer is required for both applicants
- » A valid U.S. government-issued ID card is required for all applicants
- » A physical address is required to fund; post office boxes are not acceptable physical addresses (APOs and FPOs are acceptable)
- » Proof of insurance required
- » Purchasing multiple Chrysler Capital units requires credit manager approval
- » First contract received will fund, others will be subject to return

All Chrysler Capital transactions must conform to published underwriting policies and provisions found in the Alfa Romeo Retail Program Guide. Current guidelines can be downloaded via the Chrysler Capital Dealer Website.

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