

# CHRYSLER

## CAPITAL

### COMMERCIAL LEASE RATES: 04.01.21 - 05.03.21

#### LEASE RATES - BUY RATES FOR WELL-QUALIFIED APPLICANTS AND TRANSACTIONS

All federally tax exempt customers, increase money factor by 0.00032. Exemption Certificate must be included with contract.

Jeep, Wrangler (excludes PHEV)	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00241	0.00239	0.00212	0.00176	0.00191	0.00187
TIER 2	0.00307	0.00305	0.00278	0.00242	0.00257	0.00253
TIER 3	0.00422	0.00420	0.00393	0.00357	0.00372	0.00368
TIER 4	0.00534	0.00532	0.00505	0.00469	0.00484	0.00480
TIER 5	0.00682	0.00680	0.00653	0.00617	0.00632	0.00628
Jeep, Gladiator (Sport 4x4 / Sport S 4x4)	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00298	0.00296	0.00279	0.00287	.00296	0.00312
TIER 2	0.00364	0.00362	0.00345	0.00353	.00362	0.00378
TIER 3	0.00479	0.00477	0.00460	0.00468	.00477	0.00493
TIER 4	0.00591	0.00589	0.00572	0.00580	.00589	0.00605
TIER 5	0.00739	0.00737	0.00720	0.00728	.00737	0.00753
Jeep, Gladiator (all other)	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00277	0.00275	0.00258	0.00266	0.00275	0.00291
TIER 2	0.00343	0.00341	0.00324	0.00332	0.00341	0.00357
TIER 3	0.00459	0.00457	0.00440	0.00448	0.00457	0.00473
TIER 4	0.00570	0.00568	0.00551	0.00559	0.00568	0.00584
TIER 5	0.00719	0.00717	0.00700	0.00708	0.00717	0.00733
Jeep, Wrangler PHEV	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00378	0.00376	0.00203	0.00205	0.00207	0.00217
TIER 2	0.00433	0.00431	0.00258	0.00260	0.00262	0.00272
TIER 3	0.00564	0.00562	0.00389	0.00391	0.00393	0.00403
TIER 4	0.00667	0.00665	0.00492	0.00494	0.00496	0.00506
TIER 5	0.00777	0.00775	0.00602	0.00604	0.00606	0.00616
Chrysler Pacifica PHEV	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00378	0.00376	0.00359	0.00367	0.00376	0.00392
TIER 2	0.00433	0.00431	0.00414	0.00422	0.00431	0.00447
TIER 3	0.00564	0.00562	0.00545	0.00553	0.00562	0.00578
TIER 4	0.00667	0.00665	0.00648	0.00656	0.00665	0.00681
TIER 5	0.00777	0.00775	0.00758	0.00766	0.00775	0.00791
All Other Vehicles	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00258	0.00256	0.00239	0.00247	0.00256	0.00272
TIER 2	0.00324	0.00322	0.00305	0.00313	0.00322	0.00338
TIER 3	0.00439	0.00437	0.00420	0.00428	0.00437	0.00453
TIER 4	0.00551	0.00549	0.00532	0.00540	0.00549	0.00565
TIER 5	0.00699	0.00697	0.00680	0.00688	0.00697	0.00713

**CREDIT PHONE** 855.541.7744 | **FUNDING PHONE** 855.976.9766 | **EMAIL** CommercialCredit@chryslercapital.com  
 To view incentivized offers, please visit the Chrysler Capital Dealer Website (via DealerCONNECT [www.dealerconnect.com](http://www.dealerconnect.com))

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### COMMERCIAL LEASE RATES: 04.01.21 - 05.03.21

PARTICIPATION			ADVANCE	DIO	ACQUISITION FEE	
TIER	Markup Standard	Markup Incentivized	Max MSRP	Max	Fee	Markup Standard
1	0.00073	0.00042	115%	\$1,200	Refer to the CCAP Incentivized Lease Program for acq. fees. See call back for acq. fee information.	\$300
2	0.00073	0.00042	115%	\$1,200		\$300
3	0.00073	0.00042	110%	\$1,200		\$300
4	0.00073	0.00042	105%	\$1,200		\$300
5	No Markup	0.00042	105%	\$1,200		No Markup

Incentivized Program Rates	Refer to the Chrysler Capital Incentivized Lease Programs on DealerCONNECT
Participation Split	75/25 split on all participation; three payments must be made by customer or subject to chargeback
Security Deposit	Security deposit is waived for: - All tier 1 and 2 approvals with incentivized money factors - Jeep® Wrangler tier 1 and 2 approvals Standard security deposit is one monthly payment rounded up to the nearest \$25 increment
Dealer Installed Options (DIO)	Maximum \$1,200 with installation invoice and customer-signed RO or buyer's order; for full list of Chrysler Capital-approved DIOs, see the Residual Value Lease Guide
Disposition Fee	\$395 (unless otherwise regulated by state law)
Vehicle Return Fee (Early Termination)	\$495
Purchase Option Fee	\$350
Single Payment Lease	See Chrysler Capital standard and incentivized rate sheets; single payment leases receive the following reduction: - 0.00041 for 24-month terms - 0.00072 for 25 to 48-month terms
Sign and Drive	In order to waive first payment, increase money factor for 24 months by 0.00063; for 25 to 48 months, increase money factor by 0.00029
Excess Wear & Tear Protection	Maximum of \$650 or MSRP (state rules apply); MVP products are recommended
Vehicle Service Contract (VSC) Eligibility	VSC may be sold on contracted lease deals where the annual mileage (plus any upfront purchased mileage), multiplied by the term of the lease, exceeds the manufacturer's standard warranty coverage; VSC cannot exceed the lesser of maximum approved advance or \$6,500
Chrysler Capital RVLG	Chrysler Capital will publish a Residual Value Lease Guide on a monthly basis, or as needed
GAP	GAP is included in the lease at no additional cost; selling GAP coverage by the dealer is strictly prohibited
Insurance	Comprehensive and collision coverage is required for the life of the lease and must be verified prior to delivery of the vehicle; Chrysler Capital must be listed as an additional insured and loss payee: - Maximum deductible = \$1,000 - Bodily injury - follow state minimum guidelines for public liability coverage Insurance requirements are described in detail within the lease agreement

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### COMMERCIAL LEASE RATES: 04.01.21 - 05.03.21

#### PURCHASED MILEAGE

Mileage Plan		Up Front	Termination
Standard	15,000	\$0.20*	\$0.25**
Low	12,000	N/A	\$0.25**
Extra Low	10,000	N/A	\$0.25**

\*per mile; \$0.40 per mile for Alfa Romeo 4C and Quadrifoglio models, SRT®, Trackhawk and TRX

\*\*per mile; \$0.50 per mile for Alfa Romeo 4C and Quadrifoglio models, SRT, Trackhawk and TRX

#### EXTRA LOW/LOW MILEAGE RESIDUAL ADJUSTMENTS TIERS 1-3 ONLY TIERS 4-5, 15,000 MILE STANDARD LEASE ONLY

Term	Low	Extra Low
48 Months	+ 3.0 PTS	+ 4.0 PTS
36 - 47 Months	+ 2.0 PTS	+ 3.0 PTS
25 - 35 Months	+ 1.0 PTS	+ 2.0 PTS

Excludes light duty commercial use vehicles

#### INITIAL MILEAGE

From: 501 : 5,000	\$0.20 per mile*
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\*Initial miles not to exceed 5,000; \$0.40 for Alfa Romeo 4C and Quadrifoglio models, SRT, Trackhawk and TRX

#### CALCULATING RESIDUAL

MSRP from manufacturer's invoice  
+ Residualizable DIOs  
- Removed Equipment  
= Residualizable MSRP  
x Residual Percentage from Chrysler Capital or OEM Incentive Program

#### FIRST PAYMENT WAIVER

Available for standard and incentivized commercial leases.

#### MONEY FACTOR INCREASE TO WAIVE SECURITY DEPOSIT

TIER	Standard	Incentivized	Jeep® Wrangler
1	0.00020	Waived	Waived
2	0.00021	Waived	Waived
3	0.00023	0.00018	0.00023
4	0.00025	0.00019	0.00025
5	0.00028	0.00025	0.00028

#### FLATS

TIER	Standard	Incentivized
TIER 1	\$250	\$150
TIER 2	\$250	\$150
TIER 3	\$250	\$150
TIER 4	\$250	\$150
TIER 5	\$150	\$50

#### MINIMUM NET CAP COST

» Net cap cost cannot be lower than the greater of  
1) 60% of MSRP or 2) Adj. Residual + \$2,500  
» Cap cost reduction cannot exceed 40% of MSRP

#### MAXIMUM ADVANCE

Net cap cost ÷ MSRP

#### WAIVING FIRST PAYMENT

Term	Money Factor Increase
24	0.00063
27, 36, 39, 42, 48	0.00029

#### NET CAP COST

Agreed Upon Value of the Vehicle  
+ Acquisition Fee  
+ Aftermarket Products  
+ Taxes/Title/License/Registration  
+ Negative Equity  
- Capitalized Cost Reductions

#### SINGLE PAYMENT LEASE

Availability of the program, refer to the Lease Program Guide for details. Single payment leases receive the following reduction:

0.00041 for 24 month terms  
0.00072 for 25-48 month terms

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#### Funding Package Address

Preferred – For faster turn-time (up to 1 day)  
FedEx™ Shipments to DDS:  
Chrysler Capital eDocs Program, Suite 2049  
4054 Willow Lake Blvd  
Memphis, TN 38153

#### Chrysler Capital - LEASE ONLY

#### Titling Information\*

CCAP Auto Lease Ltd.  
P.O. Box 961272  
Fort Worth, TX 76161

\*Except IA, KS, TX and OH, refer to Lease Title and Lienholder codes on Chrysler Capital Dealer Website via DealerCONNECT for special instructions and further details. If titled incorrectly contracts are subject to return.

#### Loss Payee

CCAP Auto Lease LTD  
P.O. BOX 4210  
Carmel, IN 46082

#### Assignee

CCAP Auto Lease LTD  
P.O. BOX 961272  
Fort Worth, TX 76161

### STANDARD STIPULATIONS:

- » Must confirm all incentivized program terms and eligibility requirements through the incentive configurator on DealerCONNECT
- » A Corporate Resolution is required for all commercial/business transactions
- » Must obtain final approval before contracting
- » Any changes to the net capital cost are subject to price adjustments
- » Compliance with the Wisconsin Marital Property Law is required
- » Ensure the contract is approved, signed by the applicant(s), dealer, and assigned to Chrysler Capital unless otherwise noted on callback
- » Physical address required to fund; a P.O. Box is not an acceptable physical address
- » Proof of insurance is required
- » Lessee's Affidavit is required

Send Contract Packages	FedEx™	USPS & UPS	Contract Rate Verification form must be submitted with each package.
	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	

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