

# CHRYSLER

## CAPITAL.

### STANDARD RETAIL RATES - 06.02.21 - 06.30.21

| Price Tier | Assignment Fees | Rates as Low as* | Advance Before Backend | Max LTV | Min Income | Max Participation** |
|------------|-----------------|------------------|------------------------|---------|------------|---------------------|
| 1          | \$0             | 3.33% APR        | 135%                   | 140%    | \$2,100    | Up to 2.5%          |
| 2          | \$0             | 4.90% APR        | 135%                   | 140%    | \$2,100    |                     |
| 3          | \$0             | 6.21% APR        | 135%                   | 140%    | \$2,100    |                     |
| 4          | \$0             | 7.57% 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 wholesale: AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA and WY. All other states must use NADA clean trade.

Minimum line 3 front-end advance on retail installment contracts is \$7,500.

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                                                                        |                                                                                               |
|------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| <b>FedEx</b><br>Preferred - Faster turn-time (up to 1 day)                                     | <b>All Other Couriers</b>                                                                     |
| Chrysler Capital<br>eDocs Program,<br>Suite 2049<br>4054 Willow Lake Blvd<br>Memphis, TN 38153 | Chrysler Capital<br>eDocs Program,<br>Suite 2049<br>3268 Progress Way<br>Wilmington, OH 45177 |

| TITLING ADDRESSES                                           |                                                       |
|-------------------------------------------------------------|-------------------------------------------------------|
| <b>Lienholder &amp; Assignment Address</b>                  | <b>Loss Payee</b>                                     |
| Chrysler Capital<br>P.O. Box 961272<br>Fort Worth, TX 76161 | Chrysler Capital<br>P.O. Box 3610<br>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](http://www.dealerconnect.com))

## **STANDARD RETAIL RATES - 06.02.21 - 06.30.21**

### **STANDARD STIPULATIONS:**

- » Must confirm all incentivized program terms and eligibility requirements through the incentive configurator on DealerCONNECT
- » All vehicles model year 2019 and older must be booked out
- » 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 certified under the FCA US CPOV program are eligible to add \$1,000 to the book value
- » Vehicles contracted as “new” with more than 6,000 miles should be classified as “used” for collateral valuation purposes and valued using NADA/KBB; if applicable and 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 only, minimum is calculated using NADA Retail Value
    - » For all other states, minimum is calculated using 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
- » Contract packages with credit approvals that are expired upon receipt will be returned; a new application should be submitted and a new approval obtained
- » 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
  - » Buyer’s Order is required nationally for Sold Order Protection Units
- » 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 is required
- » Purchasing multiple Chrysler Capital units requires credit manager approval
- » First contract received will fund, others will be subject to return

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