

# CHRYSLER C A P I T A L

## STANDARD LEASE RATE SHEET - 10.01.20 - 11.02.20

### LEASE RATES - MONEY FACTORS

All tax exempt customers, increase money factor by .00032. Exemption certificate must be included with contract.

Jeep. Wrangler	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
<b>TIER 1</b>	0.00224	0.00222	0.00205	0.00213	0.00222	0.00238
<b>TIER 2</b>	0.00290	0.00288	0.00271	0.00279	0.00288	0.00304
<b>TIER 3</b>	0.00405	0.00403	0.00386	0.00394	0.00403	0.00419
<b>TIER 4</b>	0.00517	0.00515	0.00498	0.00506	0.00515	0.00531
<b>TIER 5</b>	0.00665	0.00663	0.00646	0.00654	0.00663	0.00679

Jeep. Gladiator (Sport 4x4 / Sport S 4x4)	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
<b>TIER 1</b>	0.00282	0.00280	0.00263	0.00271	0.00280	0.00296
<b>TIER 2</b>	0.00347	0.00345	0.00328	0.00336	0.00345	0.00361
<b>TIER 3</b>	0.00463	0.00461	0.00444	0.00452	0.00461	0.00477
<b>TIER 4</b>	0.00574	0.00572	0.00555	0.00563	0.00572	0.00588
<b>TIER 5</b>	0.00723	0.00721	0.00704	0.00712	0.00721	0.00737

Jeep. Gladiator	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
<b>TIER 1</b>	0.00261	0.00259	0.00242	0.00250	0.00259	0.00275
<b>TIER 2</b>	0.00327	0.00325	0.00308	0.00316	0.00325	0.00341
<b>TIER 3</b>	0.00442	0.00440	0.00423	0.00431	0.00440	0.00456
<b>TIER 4</b>	0.00554	0.00552	0.00535	0.00543	0.00552	0.00568
<b>TIER 5</b>	0.00702	0.00700	0.00683	0.00691	0.00700	0.00716

FIAT 500e	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
<b>TIER 1</b>	0.00405	0.00403	0.00386	0.00394	0.00403	0.00419
<b>TIER 2</b>	0.00461	0.00459	0.00442	0.00450	0.00459	0.00475
<b>TIER 3</b>	0.00591	0.00589	0.00572	0.00580	0.00589	0.00605
<b>TIER 4</b>	0.00694	0.00692	0.00675	0.00683	0.00692	0.00708
<b>TIER 5</b>	0.00804	0.00802	0.00785	0.00793	0.00802	0.00818

Chrysler Pacifica Hybrid	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
<b>TIER 1</b>	0.00378	0.00376	0.00359	0.00367	0.00376	0.00392
<b>TIER 2</b>	0.00433	0.00431	0.00414	0.00422	0.00431	0.00447
<b>TIER 3</b>	0.00564	0.00562	0.00545	0.00553	0.00562	0.00578
<b>TIER 4</b>	0.00667	0.00665	0.00648	0.00656	0.00665	0.00681
<b>TIER 5</b>	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
<b>TIER 1</b>	0.00241	0.00239	0.00222	0.00230	0.00239	0.00255
<b>TIER 2</b>	0.00307	0.00305	0.00288	0.00296	0.00305	0.00321
<b>TIER 3</b>	0.00422	0.00420	0.00403	0.00411	0.00420	0.00436
<b>TIER 4</b>	0.00534	0.00532	0.00515	0.00523	0.00532	0.00548
<b>TIER 5</b>	0.00682	0.00680	0.00663	0.00671	0.00680	0.00696

**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))

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Incentivized Program Rates	Refer to the Chrysler Capital Incentivized Lease Programs on DealerCONNECT
Acquisition Fee	Please refer to the Chrysler Capital Incentivized Lease Program for tier 1 and 2 acquisition fees; see call back for all other tiers
Dealer Markup	Dealer markup is allowed on acquisition fees of \$595 or more for tiers 1 through 4 only; maximum markup is \$300
Advance	Maximum all-in advance is 115% on tiers 1-2; 110% on tier 3; 105% on tiers 4 and 5
Incentivized Participation	Maximum incentivized markup is 0.00042 on tiers 1 through 5
Standard Participation	Maximum standard markup is 0.00073 on tiers 1 through 4
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: <ul style="list-style-type: none"> <li>- All tier 1 and 2 approvals with incentivized money factors</li> <li>- Jeep® Wrangler tier 1 and 2 approvals</li> </ul> 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)
Excess Mileage at Termination	Standard \$0.25 per mile, \$0.50 for SRT® and Trackhawk models
Vehicle Return Fee (Early Termination)	\$495
Purchase Option Fee	\$350
Tax Exempt Leases	Add 0.00032 to the base money factor
Single Payment Lease	See Chrysler Capital standard and incentivized rate sheets; single payment leases receive the following reduction: <ul style="list-style-type: none"> <li>- 0.00041 for 24-month terms</li> <li>- 0.00072 for 25- to 48-month terms</li> </ul>
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 preferred
Credit Life & Disability Insurance	Credit life and accident and disability insurance are available based on state guidelines
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
Initial Mileage	Refer to Lease Program Guide
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: <ul style="list-style-type: none"> <li>- Maximum deductible = \$1,000</li> <li>- Bodily injury – follow state minimum guidelines for public liability coverage</li> </ul> Insurance requirements are described in detail within the lease agreement

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# CHRYSLER CAPITAL

## STANDARD LEASE RATE SHEET - 10.01.20 - 11.02.20

### PURCHASED MILEAGE

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

\*\$0.40 SRT\* and Trackhawk models

\*\*\$0.50 SRT and Trackhawk models

### 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, 39, 42 Months	+ 2.0 PTS	+ 3.0 PTS
24 & 27 Months	+ 1.0 PTS	+ 2.0 PTS

Excludes light duty commercial use vehicles

### 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

### WAIVING FIRST PAYMENT

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

### ADVANCE CALCULATION

Net cap cost ÷ MSRP
Use the lesser value of MSRP or MRM

### RESIDUAL CALCULATION

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

### FLATS

TIER	Standard	Incentivized
1-4	\$250	\$150
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

### NET CAP COST

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

### 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

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## **STANDARD LEASE RATE SHEET - 10.01.20 - 11.02.20**

### **STANDARD STIPULATIONS:**

- » Must confirm all incentivized program terms and eligibility requirements through the incentive configurator on DealerCONNECT
- » Must obtain final approval before contracting
- » Any changes to net capital cost 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
- » Compliance with the Wisconsin Marital Property Law is required
- » A valid U.S. government-issued ID card is required for all applicants
- » Physical address is required to fund; a P.O. Box is not an acceptable physical address
- » Proof of insurance is required
- » Lessee's Affidavit is required
- » Purchasing multiple Chrysler Capital units require credit manager approval
- » First contract received will fund, others will be subject to return

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