

## TRAC LEASE RATE SHEET - 05.03.22 - 05.31.22

### LEASE RATES – MONEY FACTORS

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

Jeep, Wrangler (excludes PHEV)	24 MONTHS	25-36 MONTHS	37-48 MONTHS	49-60 MONTHS
<b>TIER 1</b>	0.00420	0.00432	0.00447	0.00490
<b>TIER 2</b>	0.00454	0.00469	0.00479	0.00494
<b>TIER 3</b>	0.00520	0.00537	0.00562	0.00604
<b>TIER 4</b>	0.00662	0.00687	0.00690	0.00742
<b>TIER 5</b>	0.00892	0.00902	0.00912	NOT ELIGIBLE

Jeep, Gladiator	24 MONTHS	25-36 MONTHS	37-48 MONTHS	49-60 MONTHS
<b>TIER 1</b>	0.00420	0.00432	0.00447	0.00490
<b>TIER 2</b>	0.00454	0.00469	0.00479	0.00494
<b>TIER 3</b>	0.00520	0.00537	0.00562	0.00604
<b>TIER 4</b>	0.00662	0.00687	0.00690	0.00742
<b>TIER 5</b>	0.00892	0.00902	0.00912	NOT ELIGIBLE

Chrysler Pacifica PHEV, Jeep Wrangler PHEV	24 MONTHS	25-36 MONTHS	37-48 MONTHS	49-60 MONTHS
<b>TIER 1</b>	0.00490	0.00502	0.00517	0.00559
<b>TIER 2</b>	0.00523	0.00538	0.00548	0.00563
<b>TIER 3</b>	0.00590	0.00606	0.00631	0.00673
<b>TIER 4</b>	0.00731	0.00756	0.00759	0.00811
<b>TIER 5</b>	0.00961	0.00971	0.00981	NOT ELIGIBLE

All other TRAC Lease	24 MONTHS	25-36 MONTHS	37-48 MONTHS	49-60 MONTHS
<b>TIER 1</b>	0.00416	0.00428	0.00443	0.00485
<b>TIER 2</b>	0.00450	0.00465	0.00475	0.00490
<b>TIER 3</b>	0.00516	0.00532	0.00557	0.00600
<b>TIER 4</b>	0.00657	0.00682	0.00685	0.00737
<b>TIER 5</b>	0.00887	0.00897	0.00907	NOT ELIGIBLE

### MAX RESIDUAL (MIN RESIDUAL = 1%)

	24 MONTHS	25-36 MONTHS	37-48 MONTHS	49-60 MONTHS
<b>TIER 1-3</b>	40%	35%	30%	25%
<b>TIER 4</b>	35%	30%	25%	15%
<b>TIER 5</b>	30%	25%	20%	NOT ELIGIBLE

**For questions regarding calculating residuals please contact your Commercial Sales Manager.**

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	ADVANCE MAX MSRP	STANDARD FLATS	ACQUISITION FEE	
			FEE	MARKUP STANDARD
<b>TIER 1</b>	115%	\$250	\$595	\$300
<b>TIER 2</b>	115%	\$250	\$595	\$300
<b>TIER 3</b>	110%	\$250	\$595	\$300
<b>TIER 4</b>	105%	\$250	\$595	\$300
<b>TIER 5</b>	105%	\$150	\$995	NO MARKUP

- » Eligible Vehicles - New, untitled FCA US vehicles
- » Vehicle Service Contract up to \$6,500 or VSC MSRP (cannot exceed max advance), MVP products are recommended
- » Purchase option fee of \$350
- » Disposition fee of \$395
- » Vehicle return fee of \$495
- » Valuation of upfitted vehicle packages and dealer installed options subject to approval by Chrysler Capital; call your buyer for details
- » Maximum dealer participation up to 0.00073 (when eligible)
- » All business name transactions require a Corporate Resolution
- » The Notice to Cosigner form and Third Party Guaranty Agreement are required for Third Party Guaranty to be executed

<b>CALCULATING RESIDUAL</b>
MSRP from manufacturer's invoice + Upfit invoice - Removed equipment
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= Residualizable MSRP

<b>NET CAP COST</b>
Agreed upon value of the vehicle + Total acquisition fee +Upfit + Tax/Title/License/Registration +Negative equity -Capitalized cost reduction

<b>ADVANCE CALCULATION</b>
Net cap cost ÷ Residualizable MSRP

<b>STANDARD STIPULATIONS</b>
<ul style="list-style-type: none"> <li>» Must use Chrysler Capital Commercial TRAC Lease Contract <ul style="list-style-type: none"> <li>• Box 2, "Lessee Certification of Intended Purpose," must be signed by customer</li> </ul> </li> <li>» Must obtain final approval before contracting</li> <li>» Any changes to the amount financed and/or deal structure are subject to price adjustments</li> <li>» Ensure the contract is approved, signed by the applicant(s), dealer, and assigned to Chrysler Capital unless otherwise noted on callback</li> <li>» 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</li> <li>» Compliance with the Wisconsin Marital Property Law is required</li> <li>» A valid U.S. government-issued ID card is required for all applicants</li> <li>» Proof of insurance is required</li> <li>» Physical address is required to fund; a P.O. Box is not an acceptable physical address</li> <li>» Lessee's Affidavit is required</li> </ul>

<b>Funding Package Address</b>	<b>Chrysler Capital eDocs</b>	<b>Chrysler Capital - LEASE ONLY</b>	<b>Loss Payee - LEASE ONLY</b>
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	USPS and UPS Chrysler Capital eDocs Program, Suite 2049 3268 Progress Way Wilmington, OH 45177	Titling/Assignee Information CCAP Auto Lease Ltd. P.O. Box 961272 Fort Worth, TX 76161	CCAP Auto Lease Ltd. P.O. Box 4210 Carmel, IN 46082

**For questions regarding calculating residuals please contact your Commercial Sales Manager.**