



Alfa Romeo

ALFA ROMEO STANDARD LEASE RATE SHEET - 03.01.23 - 04.03.23

	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48 MONTHS
TIER 1	0.00499	0.00497	0.00480	0.00488	0.00497	0.00513
TIER 2	0.00566	0.00564	0.00547	0.00555	0.00564	0.00580
TIER 3	0.00660	0.00658	0.00641	0.00649	0.00658	0.00674
TIER 4	0.00772	0.00770	0.00753	0.00761	0.00770	0.00786
TIER 5	0.00920	0.00918	0.00901	0.00909	0.00918	0.00934

PARTICIPATION			ADVANCE	DIO ¹
TIER	Markup Standard	Markup Incentivized	Max All In Up To*	Max
1	0.00073	0.00042	115%	\$1,200
2	0.00073	0.00042	110%	\$1,200
3	0.00073	0.00042	105%	\$1,200
4	0.00073	0.00042	105%	\$1,200
5	No Markup	0.00042	105%	\$1,200

***If there is a conflict between your Chrysler Capital callback and the above max advance information, your Chrysler Capital callback supersedes the above information provided**

Incentivized Program Rates	Refer to the Alfa Romeo Incentivized Lease Programs on DealerCONNECT
Acquisition Fee	Please refer to the Chrysler Capital Incentivized Lease Program for tier 1 & 2 acquisition fees. See call back for all other tiers.
Dealer Markup	Dealer markup is eligible on acquisition fees of \$595 or more for tiers 1-4 only. Max markup is \$300.
Dealer Installed Options (DIO)	Maximum \$1,200 with installation invoice and a customer signed RO or buyer's order ¹ For a full list of Chrysler Capital's approved DIOs, see the Residual Value Lease Guide
Participation Split	75/25 on all participation, 3 payments must be made by customer or subject to chargeback
Chrysler Capital RVLG	Chrysler Capital will publish a Residual Value Lease Guide on a monthly basis or as needed
Security Deposit	Security deposit is waived for tiers 1-2 contracts. Tiers 3-5 standard security deposit is one monthly payment, rounded up to the nearest \$25 increment.
Disposition Fee	\$395
Excess Mileage at Termination	Standard \$0.25 per mile; \$0.50 per mile on Alfa Romeo 4C and Quadrifoglio models
Initial Mileage	\$0.20 per mile; \$0.40 per mile on Alfa Romeo 4C and Quadrifoglio models
Vehicle Return Fee (Early Term)	\$495
Purchase Option Fee	\$350

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)
Incentivized rates and residuals are subject to manufacturer rules and must be contracted within the manufacturer's incentive period.**

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Tax Exempt Leases	Add 0.00032 to the base factor
Single Payment Lease	Available, refer to the Alfa Romeo Lease Program Guide for details. Chrysler Capital money factors are published in Alfa Romeo standard and incentivized rate sheets. Single payment leases receive the following reduction: » 0.00041 for 24 month terms » 0.00072 for 25-48 month terms
Maximum Backend	Credit life and accident and disability insurance are available based on state guidelines
Vehicle Service Contract Eligibility	Vehicle service contract is eligible to 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 max advance approved or exceed \$6,500.
GAP	Included in the lease at no additional cost. Selling GAP coverage by the dealer strictly prohibited
Excess Wear & Tear Protection	Maximum of \$650 or MSRP (state rules apply) MVP products are recommended
Insurance	Comprehensive and collision coverage is required for the life of the lease 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

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
- » 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
- » Compliance with the Wisconsin Marital Property Law is required
- » A valid U.S. government-issued ID card is required for all applicants
- » 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
- » Purchasing multiple Chrysler Capital units requires credit manager approval
- » First contract received will fund, others will be subject to return

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PURCHASED MILEAGE			
Mileage Plan		Upfront	Termination
Standard	15,000	\$0.20/\$0.40*	\$0.25/\$0.50*
Low	12,000	N/A	\$0.25/\$0.50*
Extra Low	10,000	N/A	\$0.25/\$0.50*

*See Residual Value Lease Guide for excess mileage and upfront mileage adjustments

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%	4%
36, 39, 42 Months	2%	3%
24 & 27 Months	1%	2%

MONEY FACTOR INCREASE TO WAIVE SECURITY DEPOSIT		
TIER	Standard	Incentivized
1	Waived	Waived
2	Waived	Waived
3	0.00023	0.00018
4	0.00025	0.00019
5	0.00028	0.00025

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

ADVANCE CALCULATION
Net cap cost ÷ Residualizable MSRP

RESIDUAL CALCULATION
MSRP from manufacturer's invoice + Residualizable DIOs - Removed Equipment

= Residualizable MSRP x Residual Percentage from Chrysler Capital or OEM Incentive Program

FLATS		
TIER	Standard	Incentivized
1-4	\$350	\$150
5	\$250	\$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

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

<p>Funding Package Address FedEx Chrysler Capital Suite 2049 4054 Willow Lake Blvd Memphis, TN 38153</p> <p>UPS/USPS Chrysler Capital Suite 2049 4054 Willow Lake Blvd Memphis, TN 38118</p> <p>Chrysler Capital - LEASE ONLY Titling Information* CCAP Auto Lease Ltd. P.O. Box 961272 Fort Worth, TX 76161</p> <p><small>*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.</small></p> <p>Loss Payee CCAP Auto Lease LTD P.O. BOX 4210 Carmel, IN 46082</p> <p>Assignee CCAP Auto Lease LTD P.O. BOX 961272 Fort Worth, TX 76161</p>

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