

**TRAC LEASE RATE SHEET - 02.01.23 - 02.28.23**

**LEASE RATES – MONEY FACTORS**

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

TRAC Lease (excludes PHEV)	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48-60 MONTHS
<b>TIER 1</b>	0.00560	0.00560	0.00572	0.00580	0.00587	0.00629
<b>TIER 2</b>	0.00597	0.00597	0.00609	0.00617	0.00624	0.00666
<b>TIER 3</b>	0.00664	0.00664	0.00676	0.00684	0.00691	0.00733
<b>TIER 4</b>	0.00814	0.00814	0.00826	0.00834	0.00841	0.00883
<b>TIER 5</b>	0.01029	0.01029	0.01041	0.01049	0.01056	0.01098

TRAC Lease PHEV	24 MONTHS	27 MONTHS	36 MONTHS	39 MONTHS	42 MONTHS	48-60 MONTHS
<b>TIER 1</b>	0.00634	0.00634	0.00646	0.00654	0.00661	0.00703
<b>TIER 2</b>	0.00670	0.00670	0.00682	0.00690	0.00697	0.00739
<b>TIER 3</b>	0.00738	0.00738	0.00750	0.00758	0.00765	0.00807
<b>TIER 4</b>	0.00888	0.00888	0.00900	0.00908	0.00915	0.00957
<b>TIER 5</b>	0.01103	0.01103	0.01115	0.01123	0.01130	0.01172

**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.**

## TRAC LEASE RATE SHEET - 02.01.23 - 02.28.23

	ADVANCE MAX MSRP UP TO	STANDARD FLATS	ACQUISITION FEE	
			FEE	MARKUP STANDARD
<b>TIER 1</b>	115%	\$250	\$595	\$300
<b>TIER 2</b>	110%	\$250	\$595	\$300
<b>TIER 3</b>	105%	\$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 <hr/> = 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> FEDEX Chrysler Capital Suite 2049 4054 Willow Lake Blvd Memphis, TN 38153  USPS and UPS Chrysler Capital Suite 2049 4054 Willow Lake Blvd Memphis, TN 38118	<b>Chrysler Capital - LEASE ONLY</b> Titling/Assignee Information CCAP Auto Lease Ltd. P.O. Box 961272 Fort Worth, TX 76161	<b>Loss Payee - LEASE ONLY</b> CCAP Auto Lease Ltd. P.O. Box 4210 Carmel, IN 46082
--	---	---

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