



Alfa Romeo

RESIDUAL VALUE LEASE GUIDE



ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission.

©2020 CHRYSLER CAPITAL. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. CC-DLR_51117-5_093020

GENERAL INFORMATION

Manufacturer's Suggested Retail Price (MSRP)

The MSRP suggested is retail price of the vehicle (including freight).

How to Use this Guide to Calculate New Vehicle Residuals

1. Enter the MSRP of the vehicle to be leased.
2. Delete the MSRP of any equipment removed from vehicle.
3. Add the amount of any Dealer Installed Options (DIO) listed in Dealer Installed Options section below to the MSRP to calculate the residuals.
4. Reference the specific vehicle to be leased within the residual value tables on subsequent pages.
5. Determine the residual factor for the appropriate lease term for said vehicle.
6. Determine the appropriate residual increment for low or ultra-low mileage use, if applicable, per the Low Mileage Programs section below.
7. Determine any applicable residual decrements per Upfront Extra Mileage section below.
8. Determine the appropriate residual decrements for beginning mileage over 500 miles (Beginning Mileage section), if applicable.
9. Multiply the total residual factor (line 5 + line 6 - Line 7 - Line 8) by the total sum of lines 1 through 3 above.

ELIGIBILITY

Customer Eligibility

Eligible Alfa Romeo customers include businesses and individuals with acceptable credit history, financial means and insurance coverage to support the payment terms.

Ineligible Vehicles

1. Vehicles with special equipment
2. Driver's education vehicles
3. Emergency or law enforcement vehicles
4. Frame-damaged vehicles
5. Hail or flood damaged vehicles
6. Vehicles with branded titles, including Lemon Law
7. Previously titled vehicles
8. Used vehicles or vehicles with more than 5,000 miles
9. Modified, customized or racing vehicles
10. Vehicles not originally manufactured for sale in the United States

This material is the confidential and proprietary information of Chrysler Capital and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Chrysler Capital. Chrysler Capital will not accept a lease unless the residual value is computed per the applicable residual factor and instructions as depicted in the Alfa Romeo Lease Guide and Alfa Romeo Residual Value Lease Guide. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission. ©2020 Chrysler Capital. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. Lease agreements are owned by CCAP Auto Lease Ltd. and serviced by Chrysler Capital. // CC-DLR_51117-5_093020

MILEAGE

All residuals published in this guidebook are based on 15,000 miles per year. In cases where the anticipated usage is in excess of the standard miles per year (or beginning mileage exceeds 500 miles), the residual must be reduced at lease inception. To adjust a residual for excess mileage and/or starting miles, see the Upfront Extra Mileage section on page 4 and/or the Beginning Mileage section on page 3.

Beginning Mileage

For all Alfa Romeo vehicles - the mileage at lease inception cannot exceed 5,000 miles. Where the beginning mileage exceeds 500 miles, adjust the residual value downward for all miles over 500 by \$0.20 per mile (4C and Quadrifoglio vehicles receive a \$0.40 per mile residual adjustment). Lessees must contract for the standard mileage allowance (15,000 miles annually) to purchase extra mileage.

Upfront Extra Mileage

On Alfa Romeo vehicles where anticipated usage exceeds the standard 15,000 miles per year, the residual must be reduced at lease inception at the rates shown below:

Mileage Parameter	Annual Mileage	All Alfa Romeo Models (except 4C and Quadrifoglio vehicles)	All 4C and Quadrifoglio Vehicles
Standard	15,000	Upfront \$0.20	Upfront \$0.40
Low *	12,000	N/A	N/A
Ultra-Low*	10,000	N/A	N/A

*Upfront extra mileage is not available on low or ultra-low mileage leases

Maximum Mileage allowed is 80,000 miles; Maximum Annual Mileage allowed is 20,000 miles.

Excess Mileage at Termination

The standard excess mileage charge at lease termination is \$0.25 per mile driven over total allowed miles, except for the 4C and Quadrifoglio vehicles where said charge is \$0.50 per mile.

Low Mileage Programs

For credit tiers 1-3 only, residuals may be increased for low and ultra-low mileage leases as follows:

All Alfa Romeo Models	24 & 27 mo	36, 39 & 42 mo	48 mo
Low (12,000/yr)	1	2	3
Ultra-Low (10,000/yr)	2	3	4

This material is the confidential and proprietary information of Chrysler Capital and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Chrysler Capital. Chrysler Capital will not accept a lease unless the residual value is computed per the applicable residual factor and instructions as depicted in the Alfa Romeo Lease Guide and Alfa Romeo Residual Value Lease Guide. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission. ©2020 Chrysler Capital. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. Lease agreements are owned by CCAP Auto Lease Ltd. and serviced by Chrysler Capital. // CC-DLR_51117-5_093020



Alfa Romeo

CHRYSLER
CAPITAL

OEM OPTIONS AND ACCESSORIES

Minimum Residual Value

Alfa Romeo vehicles with base residual values below 20% of the total MSRP, as well as vehicles with reduced residual values below 20% based on anticipated use and mileage, are not acceptable for lease.

Dealer Options that Void Warranties

Chrysler Capital will not lease vehicles with options that void a manufacturer's warranty. Warranties that extend beyond the term of the lease are not permitted.

OEM Accessories

Approved accessories include automotive equipment that is produced or approved by the Original Equipment Manufacturer (OEM).

Dealer Installed Options

Any DIO that does not adversely affect the future resale value of the Alfa Romeo vehicle can be capitalized on a lease deal. Multiple DIOs can be residualized up to a combined maximum of \$1,200 and must be within credit approval max guidelines. All approved DIO costs included in the MSRP for residual calculations must be substantiated by dealer repair orders with Alfa Romeo part numbers and invoices signed by the customer.

Options	OEM Accessories*
All Alfa Romeo Vehicles Except 4C	
Alloy & Chrome Wheels Upgrade from 16-inch (set of 4) Use dollars difference for upgrades from other sizes. For example, if upgrading from 18-inch to 19-inch, the amount eligible to add to MSRP would be \$900 - \$800 = \$100	
17-inch	\$700
18-inch	\$800
19-inch	\$900
20- and 22-inch	\$1,200
Alfa Romeo 4C	
Wheels Upgrade from 17- and 18-inch (Set of 4)	
18- and 19-inch (Set of 4)	\$800
* Maximum MSRP amount for each DIO. If MSRP of specific DIO is lower than the stated amount, use the lesser amount.	

All other dealer-installed parts may be added to the capitalized cost.

Maximum Residual MSRP (MRM)

The maximum amount of optional content added to a vehicle is governed by ALG's MRM figures. Please reference MRM by the type of vehicle to be leased as listed by trim within this publication.

This material is the confidential and proprietary information of Chrysler Capital and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Chrysler Capital. Chrysler Capital will not accept a lease unless the residual value is computed per the applicable residual factor and instructions as depicted in the Alfa Romeo Lease Guide and Alfa Romeo Residual Value Lease Guide. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission. ©2020 Chrysler Capital. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. Lease agreements are owned by CCAP Auto Lease Ltd. and serviced by Chrysler Capital. // CC-DLR_51117-5_093020

2019 ALFA ROMEO

MODEL	MODEL DESCRIPTION	24	27	36	39	42	48	MRM
4C	SPIDER	45	43	40	38	38	35	79,300
GIULIA	AWD	49	47	41	39	38	34	46,300
GIULIA	QUADRIFOGLIO RWD	46	44	40	38	37	33	79,700
GIULIA	RWD	50	48	42	40	39	35	44,100
GIULIA	SPORT AWD	47	45	40	38	37	33	47,800
GIULIA	SPORT RWD	48	46	41	39	38	34	45,600
GIULIA	TI AWD	47	45	40	38	37	33	48,900
GIULIA	TI LUSO AWD	45	43	39	37	36	32	51,400
GIULIA	TI LUSO RWD	46	44	40	38	37	33	49,400
GIULIA	TI RWD	48	46	41	39	38	33	46,800
GIULIA	TI SPORT AWD	45	43	39	37	36	32	52,600
GIULIA	TI SPORT CARBON AWD	45	43	39	37	36	32	52,600
GIULIA	TI SPORT CARBON RWD	46	44	39	37	36	32	51,000
GIULIA	TI SPORT RWD	46	44	39	37	36	32	51,000
STELVIO	AWD	48	45	39	37	35	32	49,100
STELVIO	QUADRIFOGLIO AWD	43	41	37	35	34	31	87,600
STELVIO	RWD	47	45	39	37	35	31	47,000
STELVIO	SPORT AWD	47	44	38	36	34	31	51,200
STELVIO	SPORT RWD	47	44	38	36	34	31	48,600
STELVIO	TI AWD	47	45	39	37	35	31	51,400
STELVIO	TI LUSO AWD	46	44	38	36	34	31	53,500
STELVIO	TI SPORT AWD	46	44	38	36	34	31	53,800
STELVIO	TI SPORT CARBON AWD	44	42	36	34	33	30	58,000

This material is the confidential and proprietary information of Chrysler Capital and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Chrysler Capital. Chrysler Capital will not accept a lease unless the residual value is computed per the applicable residual factor and instructions as depicted in the Alfa Romeo Lease Guide and Alfa Romeo Residual Value Lease Guide. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission. ©2020 Chrysler Capital. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. Lease agreements are owned by CCAP Auto Lease Ltd. and serviced by Chrysler Capital. // CC-DLR_51117-5_093020



Alfa Romeo

CHRYSLER
CAPITAL.

2020 ALFA ROMEO

MODEL	MODEL DESCRIPTION	24	27	36	39	42	48	MRM
4C	SPIDER	50	48	45	43	43	39	78,400
GIULIA	AWD	54	50	45	42	41	36	47,400
GIULIA	QUADRIFOGLIO RWD	51	49	44	42	41	37	80,700
GIULIA	RWD	54	51	45	43	42	37	45,200
GIULIA	SPORT AWD	53	49	44	41	40	36	48,800
GIULIA	SPORT RWD	54	50	44	42	41	37	46,200
GIULIA	TI AWD	55	49	46	41	40	35	49,600
GIULIA	TI LUSO AWD	53	47	44	39	38	34	52,300
GIULIA	TI LUSO RWD	52	48	43	40	39	35	50,300
GIULIA	TI RWD	54	50	45	42	41	36	47,600
GIULIA	TI SPORT AWD	53	47	44	39	38	34	52,800
GIULIA	TI SPORT CARBON AWD	53	47	44	39	38	34	52,800
GIULIA	TI SPORT CARBON RWD	52	48	43	40	39	35	50,800
GIULIA	TI SPORT RWD	52	48	43	40	39	35	50,800
STELVIO	AWD	56	51	45	42	40	36	50,000
STELVIO	QUADRIFOGLIO AWD	50	48	42	40	38	35	88,100
STELVIO	RWD	56	51	44	42	40	36	47,400
STELVIO	SPORT AWD	57	52	46	43	41	37	51,500
STELVIO	SPORT RWD	56	51	44	42	40	36	48,900
STELVIO	TI AWD	57	51	46	42	40	36	52,700
STELVIO	TI LUSO AWD	55	49	44	40	38	35	54,800
STELVIO	TI SPORT AWD	55	49	45	41	39	35	55,300
STELVIO	TI SPORT CARBON AWD	53	47	43	39	37	34	58,900

This material is the confidential and proprietary information of Chrysler Capital and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Chrysler Capital. Chrysler Capital will not accept a lease unless the residual value is computed per the applicable residual factor and instructions as depicted in the Alfa Romeo Lease Guide and Alfa Romeo Residual Value Lease Guide. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission. ©2020 Chrysler Capital. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. Lease agreements are owned by CCAP Auto Lease Ltd. and serviced by Chrysler Capital. // CC-DLR_51117-5_093020

2021 ALFA ROMEO

MODEL	MODEL DESCRIPTION	24	27	36	39	42	48	MRM
GIULIA	AWD	61	58	51	49	48	43	45,400
GIULIA	QUADRIFOGLIO RWD	56	54	48	46	45	40	81,300
GIULIA	RWD	62	59	52	49	48	43	43,300
GIULIA	TI AWD	59	56	50	47	46	41	50,000
GIULIA	TI RWD	59	56	50	48	47	42	48,400
GIULIA	TI SPORT AWD	57	55	49	46	45	40	53,300
GIULIA	TI SPORT RWD	58	55	49	47	46	41	51,300
STELVIO	AWD	63	60	51	48	46	42	49,400
STELVIO	QUADRIFOGLIO AWD	54	51	45	43	41	38	89,300
STELVIO	RWD	63	60	51	48	46	42	46,800
STELVIO	TI AWD	61	58	50	47	45	41	53,100
STELVIO	TI SPORT AWD	61	58	50	47	45	41	55,300

This material is the confidential and proprietary information of Chrysler Capital and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Chrysler Capital. Chrysler Capital will not accept a lease unless the residual value is computed per the applicable residual factor and instructions as depicted in the Alfa Romeo Lease Guide and Alfa Romeo Residual Value Lease Guide. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A., used with permission. ©2020 Chrysler Capital. Chrysler Capital is a registered trademark of FCA US LLC and licensed to Santander Consumer USA Inc. Lease agreements are owned by CCAP Auto Lease Ltd. and serviced by Chrysler Capital. // CC-DLR_51117-5_093020



Alfa Romeo

CHRYSLER
CAPITAL.