



*Alfa Romeo*

# RESIDUAL VALUE LEASE GUIDE



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## 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. Previously titled vehicles
7. Used vehicles or vehicles with more than 5,000 miles
8. Modified, customized or racing vehicles
9. Vehicles not originally manufactured for sale in the United States
10. Semi-trailer truck
11. Four wheelers and all-terrain vehicles (ATVs)
12. Motorcycles
13. Recreational vehicles (motor homes)
14. Boats

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15. Vehicles with a branded title (including lemon law; excluding upfit modifications)
16. Vehicles with material odometer issues, or other material defects
17. Vehicles with Gross Vehicle Weight Rating (GVWR) greater than 14,000 lbs. (e.g. medium and heavy-duty trucks)
18. Vans with a capacity of 11 or more people (including driver) to be used to transport students to or from school or school-affiliated activities or events

## 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<br>(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.

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### 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     |

### 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* |
|--|------------------|
| <b>All Alfa Romeo Vehicles Except 4C</b>   |                  |
| <b>Alloy &amp; Chrome Wheels Upgrade from 16-inch (set of 4)</b><br>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          |
| <b>Alfa Romeo 4C</b>   |                  |
| <b>Wheels Upgrade from 17- and 18-inch (Set of 4)</b>  |                  |
| <b>18- and 19-inch (Set of 4)</b>  | \$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.

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## 2021 ALFA ROMEO

| MODEL   | MODEL DESCRIPTION | 24 | 27 | 36 | 39 | 42 | 48 | MRM    |
|---------|-------------------|----|----|----|----|----|----|--------|
| GIULIA  | AWD               | 57 | 52 | 44 | 40 | 38 | 33 | 46,500 |
| GIULIA  | QUADRIFOGLIO RWD  | 53 | 51 | 43 | 42 | 39 | 35 | 81,900 |
| GIULIA  | RWD               | 57 | 52 | 43 | 40 | 38 | 33 | 44,400 |
| GIULIA  | TI AWD            | 58 | 51 | 44 | 40 | 40 | 33 | 50,700 |
| GIULIA  | TI RWD            | 58 | 51 | 44 | 40 | 40 | 33 | 49,100 |
| GIULIA  | TI SPORT AWD      | 56 | 50 | 44 | 39 | 39 | 32 | 54,000 |
| GIULIA  | TI SPORT RWD      | 57 | 51 | 44 | 40 | 40 | 33 | 52,000 |
| STELVIO | AWD               | 55 | 51 | 42 | 39 | 37 | 33 | 49,700 |
| STELVIO | QUADRIFOGLIO AWD  | 51 | 48 | 41 | 39 | 37 | 33 | 89,900 |
| STELVIO | RWD               | 55 | 51 | 41 | 38 | 36 | 32 | 47,100 |
| STELVIO | TI AWD            | 54 | 51 | 42 | 39 | 37 | 33 | 53,000 |
| STELVIO | TI SPORT AWD      | 55 | 51 | 42 | 39 | 37 | 33 | 55,200 |

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## 2022 ALFA ROMEO

| MODEL   | MODEL DESCRIPTION | 24 | 27 | 36 | 39 | 42 | 48 | MRM    |
|---------|-------------------|----|----|----|----|----|----|--------|
| GIULIA  | AWD               | 57 | 54 | 43 | 42 | 39 | 35 | 48,600 |
| GIULIA  | QUADRIFOGLIO RWD  | 56 | 54 | 45 | 44 | 41 | 37 | 84,400 |
| GIULIA  | RWD               | 57 | 54 | 44 | 42 | 39 | 35 | 46,500 |
| GIULIA  | TI AWD            | 56 | 53 | 43 | 41 | 38 | 34 | 52,300 |
| GIULIA  | TI RWD            | 56 | 53 | 43 | 42 | 39 | 35 | 50,300 |
| GIULIA  | VELOCE TI AWD     | 57 | 52 | 44 | 41 | 39 | 34 | 55,300 |
| GIULIA  | VELOCE TI RWD     | 59 | 53 | 45 | 41 | 40 | 34 | 53,300 |
| STELVIO | QUADRIFOGLIO AWD  | 55 | 52 | 44 | 42 | 40 | 36 | 90,900 |
| STELVIO | SPRINT AWD        | 58 | 54 | 45 | 42 | 40 | 35 | 51,900 |
| STELVIO | SPRINT RWD        | 59 | 54 | 44 | 41 | 39 | 35 | 49,300 |
| STELVIO | TI AWD            | 59 | 54 | 45 | 42 | 40 | 35 | 54,100 |
| STELVIO | VELOCE TI AWD     | 59 | 54 | 45 | 42 | 40 | 35 | 57,600 |

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