



*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 (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> 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	54	52	44	43	40	36	46,500
GIULIA	QUADRIFOGLIO RWD	53	51	44	43	40	37	81,900
GIULIA	RWD	55	53	44	43	40	36	44,400
GIULIA	TI AWD	55	51	44	43	40	36	50,700
GIULIA	TI RWD	55	51	45	42	40	35	49,100
GIULIA	TI SPORT AWD	54	50	42	41	38	35	54,000
GIULIA	TI SPORT RWD	54	50	44	42	40	35	52,000
STELVIO	AWD	55	51	42	40	38	35	50,600
STELVIO	QUADRIFOGLIO AWD	50	47	41	39	37	34	89,900
STELVIO	RWD	55	51	42	40	38	34	48,000
STELVIO	TI AWD	57	51	44	40	40	35	53,900
STELVIO	TI SPORT AWD	57	51	45	41	41	35	56,100

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## 2022 ALFA ROMEO

MODEL	MODEL DESCRIPTION	24	27	36	39	42	48	MRM
GIULIA	AWD	57	55	46	45	42	38	48,200
GIULIA	QUADRIFOGLIO RWD	56	54	47	46	43	39	84,300
GIULIA	RWD	58	56	47	45	42	38	46,100
GIULIA	TI AWD	55	53	45	44	41	37	52,100
GIULIA	TI RWD	56	54	46	44	41	37	50,100
GIULIA	VELOCE TI AWD	55	52	45	43	40	36	55,100
GIULIA	VELOCE TI RWD	56	53	45	44	41	37	53,100
STELVIO	QUADRIFOGLIO AWD	55	52	45	43	41	37	90,500
STELVIO	SPRINT AWD	58	55	46	43	41	37	51,500
STELVIO	SPRINT RWD	58	54	45	43	41	37	48,900
STELVIO	TI AWD	58	54	45	43	41	37	54,800
STELVIO	VELOCE TI AWD	58	55	46	43	41	37	57,400

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