

Tier Program

Rate Sheet and Vehicle Booking Guide

Quality Bonus (NEW) - Added on top of current Dealer Reserve for Tiers 2 to 8

| LTV | \$7,500-\$19,999 | \$20,000-\$29,999 | \$30,000-\$39,999 | \$40,000-\$49,999 | \$50,000+ |
|-------|------------------|-------------------|-------------------|-------------------|-----------|
| <120% | \$300 | \$550 | \$650 | \$800 | \$900 |

Tier Program Parameters

| Tier | One Rate Single rate for all vehicles! | All-In LTV Allowance*** | Warranty LTV Allowance | Max Monthly Payment Monthly/bi- weekly available | Base Dealer Reserve | 1% Up Dealer Reserve | 2% Up Dealer Reserve |
|------|--|----------------------------|---------------------------|---|------------------------|-------------------------|-------------------------|
| 8 | 11.49% | 165% | 30% | \$1,500 | \$600 | \$950 | \$1,300 |
| 7 | 13.49% | 165% | 30% | \$1,500 | \$600 | \$950 | \$1,300 |
| 6 | 16.49% | 165% | 30% | \$950 | \$550 | \$850 | \$1,150 |
| 5 | 21.99% | 165% | 30% | \$850 | \$550 | \$850 | \$1,150 |
| 4 | 24.49% | 165% | 30% | \$750 | \$550 | \$850 | \$1,150 |
| 3 | 26.24% | 165% | 30% | \$700 | \$525 | \$750 | \$1,000 |
| 2 | 29.99% | 165% | 30% | \$650 | \$750 | n/a | n/a |

*31.9% will apply in BC/QC with contract fee removed.

***All-in LTV is defined as the total amount to finance inclusive of taxes.

All amounts paid to dealers are inclusive of applicable taxes

Vehicle Booking Guide

| Year | Term | Extra Clean | Term | Clean | | Term | Average | | Term | Rough | |
|-------------------|------|---|------|---------|---------|------|---------|---------|------|---------|---------|
| NEW 2024/25/26 | 84 | New Unit qualification up to 10,000km's, previously un-registered | | | | | | | | | |
| 2025 | 84 | 35,000 | 84 | 35,001 | 60,000 | 78 | 60,001 | 90,000 | 66 | 90,001 | 120,000 |
| 2024 | 84 | 65,000 | 84 | 65,001 | 95,000 | 78 | 95,001 | 130,000 | 66 | 130,001 | 150,000 |
| 2023 | 84 | 75,000 | 84 | 75,001 | 110,000 | 78 | 110,001 | 150,000 | 66 | 150,001 | 180,000 |
| 2022 | 84 | 80,000 | 84 | 80,001 | 110,000 | 78 | 110,001 | 150,000 | 66 | 150,001 | 180,000 |
| 2021 | 84 | 90,000 | 84 | 90,001 | 130,000 | 78 | 130,001 | 170,000 | 66 | 170,001 | 180,000 |
| 2020 | 78 | 90,000 | 78 | 90,001 | 130,000 | 72 | 130,001 | 170,000 | 66 | 170,001 | 180,000 |
| 2019 | 66 | 105,000 | 66 | 105,001 | 140,000 | 66 | 140,001 | 170,000 | 54 | 170,001 | 180,000 |
| 2018 | 54 | 105,000 | 54 | 105,001 | 145,000 | 54 | 145,001 | 165,000 | 54 | 165,001 | 180,000 |
| 2017 | - | - | 42 | - | 145,000 | 42 | 145,001 | 165,000 | 42 | 165,001 | 180,000 |
| 2016 | - | - | 30 | - | 145,000 | 30 | 145,001 | 165,000 | 30 | 165,001 | 180,000 |
| 2015 | - | - | 18 | - | 145,000 | 18 | 145,001 | 165,000 | 18 | 165,001 | 180,000 |

Here to help you Thrive.

Tier Additional Details

Get to yes faster with our instant income tool!

A simple, easy and instant online platform to get income verified without additional documentation. Get started today!

santanderconsumer.ca/easyincome

Income Requirements

- Minimum income requirement of \$2500/month.
- Co-Applicant income accepted when relationship is spousal or common-law.
- Proof of income is required unless otherwise noted on approval. Two recent paystubs (pay end dates within 45 days) required for verification. Tax documentation required for self-employed applicants.
- Short and long-term disability accepted.
- Documents to be sent to poi@santanderconsumer.ca, as attachments, with deal number in the subject line.

Warranty and Insurance

- Combined Life & Disability, Mechanical Breakdown Warranty, GAP Insurance/Walkaway, Tire and Rim, Protection Packages, and insurances **must not exceed 30% of the vehicle's Canadian Blackbook value (inclusive of tax).**
- **Maximum aftermarket markup per product is \$3000 over dealer cost.**
- **Anti Theft product limit is \$999.**
- Insurance/GAP/Tire and Rim/Protection Packages must have minimum 2-year term.
- Warranty must have seals & gaskets and be a minimum of 12-months of coverage from date of sale.
- Santander Consumer Bank will fund all reviewed and approved warranties provided by a nationally insured warranty provider.

Funding Requirements

- Please review our dealer document checklist, available on all portals.
- If discrepancies are discovered at time of funding, additional documentation or proof of residency may be required.

Vehicle Requirements

- Vehicles intended and registered for any type of courier, delivery, taxi, ridesharing or commercial use are not eligible for funding.
- Former police, courier, delivery, ridesharing, written off, rebuilt, salvage, altered and repaired or likewise vehicles are not eligible. Vehicles intended for work or commercial usage are not eligible.
- **Cumulative damage accepted up to \$7,500 or 35% of Blackbook value, whichever is greater.** Damage cannot exceed 100% of Blackbook value.
Ex. \$35,000 BBV * 35% Allowance = \$12,250 allowable cumulative damage

New Vehicle Requirements

- MY24/25/26, previously un-registered and under 10,000 KM
- Proof of MSRP for specific vehicle may be requested
- All Tier Program SID, aftermarket, payment and funding requirements apply
- **2024 MY+ Under 60,000 km's can qualify for up to 84 months and rates as low as 11.49%.**

Contract Expiry

Contracts submitted for funding with unresolved stipulations or missing documents will expire either 21 days from the effective date of the loan or 7 days prior to the first payment date whichever comes first. After these dates new automotive sales finance agreements will have to be re-signed and submitted.

Reserve and Bonus Rebates

Santander Consumer Bank reserves the right to charge back full dealer reserve on any loan paid out within 180 days of the date of the contract.

Get Started Today!

PHONE 1.888.486.4356

FAX 1.888.486.7456

For more information contact your Santander Consumer Bank Regional Manager or the Santander Consumer Bank National Credit, Income, or Funding Center.

Credit Center

EXT. 5024

Email credit@santanderconsumer.ca

Income Center

EXT. 5026

Fax 1.855.227.3655

Email poi@santanderconsumer.ca

Funding Center

EXT. 5023

Email funding@santanderconsumer.ca

Dealer Support

EXT. 3514

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