CALIFORNIA AUTO FINANCE

DEALER FUNDING PROGRAM

QUICK REFERENCE

Flexible non-prime financing guidelines for dealership partners

Loan Amount	Term	APR	Down Payment	Max PTI
$5K - $25K	24 - 66 mos.	19.99% - 24.99%*	10% - 15%	Under 18%

CREDIT PROFILE

- No minimum credit score.
- No credit charge-offs or other credit derogatories within the past 12 months.
- **Current or recent auto-loan derogatories** result in an immediate turn-down.
- Collection accounts may be acceptable.
- Student-loan derogatories may be considered.
- Child-support and mortgage delinquencies may be considered.
- No repossessions within the past 12 months.
- No open bankruptcies.
- Ghost credit / limited credit may be acceptable.
- **Ghost credit combined with cash income** is a turn-down.
- No second auto loans.

EMPLOYMENT & INCOME

- Cash income may be accepted with electronic access to bank statements; not available for ghost-credit applicants.
- Part-time and temporary-agency employment may be considered.
- Retirement, IHSS, and government-assistance income are not eligible.
- **PTI must be under 18%**; below 15% is preferred.
- Ghost-credit applicants: minimum 6 months on the job and maximum $15,000 loan amount.
- Loans over $15,000: minimum 6 months on the job. Other loans: minimum 3 months.
- All paystub employment must be disclosed and verified.
- Self-employed income may be considered with bank statements.
- Typical loan-to-income guideline is approximately 5 to 6 times monthly income (example: $3,000 income may support about $15,000 financed).

CORE PROGRAM TERMS

- APR range: 19.99% minimum up to 24.99%, or the maximum allowed by law.
- Loan amounts from $5,000 to $25,000.
- Terms from 24 to 66 months.
- Standard down payment: 15%. Minimum 10% for stronger-credit customers.
- Standard recourse: 2 payments. Better-credit approvals may qualify for 1-payment recourse.
- Loan-to-value up to 150%.
- Dealer check may be up to 130% of KBB, including backend participation, but may not exceed 170% of MMR.
- Straw purchases are not eligible.

FUNDING REQUIREMENTS

- GPS installation is required before funding.
- CAF refunds $100 on the funding date for the GPS.
- CAF conducts a customer interview before funding.
- The vehicle must ping at the customer's home or work location.
- All employment and income documentation must be complete and verifiable.
- Vehicles must comply with the CAF excluded-vehicle list.

**Final APR may not exceed the maximum permitted by applicable law. All submissions are subject to CAF underwriting, verification, collateral review, program limits, and final approval.*

PROGRAM ECONOMICS & DEAL STRUCTURE

DEALER USE

DEALER FEES, OPTIONAL PRODUCTS & INCENTIVES

DOCUMENT FEE	GPS REIMBURSEMENT	AUL WARRANTY	CAF GAP
$199	$100 refunded on funding day	$1,599 optional 12 months / 24,000 miles Dealer commission: $400	Under $15K: $495 + $100 dealer bonus Over $15K: $695 + $200 dealer bonus

Planned product update: a $1,999 AUL warranty with a 24-month term will be announced when available.

INDICATIVE LENDER DISCOUNT TIERS

TIER 1 - 5% DISCOUNT	TIER 2 - 7% TO 10% DISCOUNT	TIER 3 - 12% TO 15% DISCOUNT
• Minimum $1,000 credit line paid current for at least 1 year • Minimum 1 year on the job and $2,500 monthly income • No recent derogatories • Previous paid auto loan or A++ credit • 19.99% minimum APR • 1-payment recourse • All jobs listed and verified • Self-employed income with bank statements	• No-credit applicants may be considered • Minimum 1 year on the job • 22.95% minimum APR • 2-payment recourse • All jobs listed and verified • Self-employed income with bank statements	• Older serious derogatories may be considered • Good cars and trucks • 24.99% minimum APR • 2-payment recourse • Short-term employment may be considered

Tier placement and lender discount are examples only and are determined by the complete credit, income, collateral, and deal structure.

TERM & LOAN AMOUNT GUIDE

SEQ.	AMOUNT FINANCED	MILEAGE	MAXIMUM TERM
1	**$17,000 and up**	Less than 75,000 miles	**66 months**
2	**$15,000 to $17,000**	76,000 - 100,000 miles	**60 months**
3	**$13,000 to $15,000**	100,000 - 125,000 miles	**54 months**
4	**$10,000 to $13,000**	126,000 - 150,000 miles	**48 months**
5	**Under $10,000**	150,000+ miles	**36 - 42 months**

VEHICLE ELIGIBILITY

Refer to the current California Auto Finance excluded-vehicle list before submitting the deal.

Submit complete applications and supporting documents to your California Auto Finance representative.

BEFORE YOU SUBMIT

- Complete application and supporting income documents
- All jobs disclosed and available for verification
- Electronic bank access for cash-income applicants
- Bank statements for self-employed applicants
- Vehicle checked against the excluded-vehicle list
- GPS installed and pinging at home or work
- Customer available for the pre-funding interview

YOUR CAF REPRESENTATIVE

Name: ____________________________

Phone: ____________________________

Email: ____________________________