

EXETER RATE SHEET

Updated 11.28.22



PROGRAM FEATURES

- ✦ 24/7 decisions in as fast as 15 seconds
- ✦ Ability to negotiate applications even after they've been decisioned
- ✦ Expanded LTV structure for added flexibility
- ✦ Robust automated stip technology means less work for you

WHAT TO AVOID

- ✗ Repos in last 2 months (unless part of BK)
- ✗ Borrowed funds down, such as credit cards or use of check guarantee services

TERM MILEAGE

Max. term¹

Mileage	Vehicle Age			
	<9 yrs.	10 yrs.	11 yrs.	12-13 yrs.
<100,000	72*	66	66	60
100,000 - 119,999	72*	66	66	60
120,000 - 139,999	66	66	66	60
140,000 - 160,000	66	66	66	60

*66 for <\$10,000 book value

*75 and 78 month terms for qualified customers/vehicles

IMPORTANT ADDRESSES

Funding Packages (FedEx)

Exeter Finance
4054 Willow Lake Blvd., Ste. 2090
Memphis, TN 38153

Funding Packages (UPS and USPS)

Exeter Finance
4054 Willow Lake Blvd., Ste. 2090
Memphis, TN 38118

Title

Exeter Finance
P.O. Box 677
Wilmington, OH 45177

Warranty

Exeter Finance
P.O. Box 166008
Irving, TX 75016

Insurance

Exeter Finance
P.O. Box 369
Carmel, IN 46082

Account Payoffs, Unwinds, & First Payment

Exeter Finance Attn: Payment Processing
2701 E. Grauwylar Rd., Bldg. 1
Irving, TX 75061

Unwind Request

Email: Buybacks@exeterfinance.com

PROGRAM DETAILS²

Exeter

ExeterPLUS

Credit score	400 (will consider 0)	620+
Rates as low as³	10.95%	9.95%
Front-end advance⁴	Up to 131%	Up to 131%
LTV	Up to 141%	Up to 141%
Max. payment-to-income	14 - 20%	Up to 20%
Max. debt-to-income	72 - 82%	Up to 82%
Contract fee⁵	See callback	See callback
Acquisition fee	As low as \$0	As low as \$0
Term⁶	Up to 78 months	Up to 78 months ⁷
Participation⁸	See callback	Up to 3% of amount financed paid as a power flat (varies by tier). Dealer markup of customer rate not permissible.
Vehicles⁹	New or pre-owned Up to 13 years old Up to 160k miles	New or pre-owned Up to 13 years old Up to 160k miles
Min. down	See callback	Zero down
Max. amount financed	Up to \$50,000	Up to \$50,000
Min. amount financed¹⁰	\$6,000	\$6,000
Min. monthly income¹¹	\$1,700 individual or \$2,500 joint income	\$1,700 individual or \$2,500 joint income
Max. back-end¹²	GAP - \$995 Warranty - \$3,000 Maint., tire & wheel - \$1,500 Total back-end - \$3,500	GAP - \$995 Warranty - \$3,500 to \$4,500 Maint., tire & wheel - \$1,500 Total back-end - \$4,000 to \$5,000

¹ For NJ state - If Cash Price of a vehicle is under \$10,000, max term must be 48 months or less.

² See application callback(s) in your Application Management System for Exeter program specifics

³ For well-qualified applicants; NY state - Rates not to exceed 25% or state maximum

⁴ Includes TT&L; maximum sales price limit applies

⁵ Contract fees and acquisition fees may not be charged to the applicant

⁶ Term subject to state law limitations.

⁷ Eligible for 75 months, up to 78 months depending on the applicable program tier.

⁸ Participation paid as a power flat; ExeterPLUS approvals eligible for participation for 30 days. For non-PLUS approvals contracts received after 20 days from initial application submission date will not be eligible for participation.

⁹ See program guidelines for exclusions

¹⁰ Minimum amount financed must be satisfied on front-end loan amount, excluding back-end products

¹¹ See program guidelines for minimum monthly income requirements

¹² Maximum back-end is subject to state maximum, where applicable; back-end maximum may vary based on tier and program; Exeter total back-end limit is lesser of \$3,500 and 25% of book; ExeterPLUS Bronze and Silver total back-end limit is lesser of \$4,000 and 25% of book; ExeterPLUS Gold back-end limit is lesser of \$5,000 and 25% of book; minimum front-end LTV limit for GAP applies; GAP is not allowed in MA or NY; Maximum GAP is lesser of \$995 or state maximum. Back-end must be pro rata cancellable and is subject to lender approval.

EXETER PROGRAM GUIDELINES

Updated 11.28.22

CONTRACT

Approvals

Expire 30 days from original submission date.

Contracts

Must be simple interest. Contact Exeter Operations Center for acceptable contracts in your state. Handwritten changes must be initialed by applicant and authorized dealer personnel. Contract APRs cannot exceed state usury limitations.

First Payment

Must be submitted if contract received within 5 days of applicant's first payment due date. Send first payment to:

Exeter Finance
Attn: Payment Processing
2701 E. Grauwlyer Rd., Bldg. 1
Irving, TX 75061

Participation

Up to 6% of amount financed paid as a power flat for ExeterPLUS approvals; Dealer markup of customer rate not permissible. ExeterPLUS approvals are participation eligible for 30 days. For non-PLUS approvals contracts received after 20 days from initial application submission date will not be eligible for participation. Applicant must make first three payments in full to avoid chargeback.

Contract Assignment Fee

Cannot be charged to the applicant. Non-refundable.

Acquisition Fee

May be assessed based on the applicant's credit risk. Cannot be charged to the applicant. Non-refundable.

Down Payment

Specified on the approval; no deferred down payments accepted.* Entire cash down payment must be paid in full in order to fund. Dealers will be required to repurchase (buyback) any contracts violating this guideline.

*Excludes CA & NV

Service Contracts

Must cover at least 24 months and 24,000 miles. Basic power-train vehicle service contracts only eligible for units over 90,000 miles or 9 years old with maximum cost to the consumer of \$2,500. Full coverage service contract up to \$3,000; ExeterPLUS Bronze and Silver service contract up to \$3,500; ExeterPLUS Gold service contract up to \$4,500. Maintenance, tire and wheel up to \$1,500. Higher amounts considered on a case-by case basis.

GAP

Lesser of \$995 or state max. Not eligible in NY or MA. We will no longer accept GAP insurance on contracts with less than 70% front-end LTV.

Titling and Lien

Must be perfected within timeframes required by applicable federal or state laws, whichever is earlier. One applicant must be shown on title.

Out of State Liens

Out of state vehicle purchases may require a validated lien receipt prior to funding.

CREDIT

Credit Criteria

Minimum 400 average credit score. Will consider 0 credit scores. No straw purchases. No reposessions in the last 2 months unless part of BK.

ExeterPLUS: 620+ credit score. No straw purchases. No reposessions in the last 12 months. No multiple repos. Two or more tradelines.

Bankruptcies

Prefer no major derogatory information reported to the bureau since discharge date. Dismissed BKs must be 12 months or older. Bureaus displaying bankruptcy filings that are not showing as discharged will trigger stips. Qualified Chapter 13 BK may be considered with approval from trustee/court. Qualified Chapter 7 BK may be considered when the 341 meeting is complete. No multiple discharged BKs.

Dealership Employees

Employees of the submitting dealerships are ineligible.

VEHICLES

Eligible

Up to 13 years old with less than 160,000 miles. Must be in appropriate value guide.

Ineligible

Commercial vehicles or commercial use vehicles (e.g. Uber, delivery services, taxis), above 1-ton or delivery trucks, lemon-law vehicles, branded, gray market, salvage, TMU, flood-damaged vehicles, exotics, motorcycles, RVs, or any model not in current J.D. Power or KBB. All hail damage must be repaired before contracting.

Used Value

Established using J.D. Power clean wholesale in all states except AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, and WY, where KBB applies.

New Value

New Vehicle definition: current model year, not titled, less than 6,000 miles. Established using invoice. For previous year, new vehicles use invoice for January-March and appropriate value guide for April-December. If a previous year and new vehicle is not in the value guide, we will be using the allowance chart below.

Like Invoices

Vehicles not found in J.D. Power or KBB will be valued using an invoice matching the first 8 digits of the VIN and the allowance chart below.

Mileage	0-6,000	6,001 - 12,000	12,001 - 18,000	18,001 - 25,000	25,000+
Allowance	90%	85%	80%	75%	60%

PROOF AND VERIFICATION

Proof of Residence

Valid driver's license, or utility bill/equivalent within 30 days of contract date. Must have active phone number and physical address.

Employment Criteria

Temp. workers must have 6+ months of employment with same agency. Self-employed and contract workers must have 2+ years of employment. Applications re-decisioned if change of employment or loss of income. Rideshare drivers or delivery service drivers are ineligible (Uber, Door Dash, etc.).

Proof of Income

For W-2 income most-recent paystub dated within 30 days of contract date and verification of employment required. Must be at secondary job at least one year for secondary income to qualify.

For self-employed (contractors) last year's professionally prepared tax return OR three most-current months of personal bank statements required (dealer fees will apply). Bank statements cannot show NSF activity.

For fixed income Social Security, VA, retirement, must show most current bank (card) statement that shows name of beneficiary and amount received. Non-taxable income should be grossed up 25%.

For child (spousal) support, 3 months of consecutive pay history required. Non-taxable income should be grossed up 25%. Award (eligibility) letters and /or court orders are not sufficient documentation for POI.

Minimum Income

\$1,700 monthly from single (primary) source or \$2,500 per month jointly.

Garnishments

Debt-related deductions on paystubs (company loans, child support and other) included in debt calculation.

Military Personnel

Must provide copy of current Leave and Earnings Statement, indicating dates of service.

Proof of Insurance

Six-month comprehensive/collision policy, with \$1,000 max. allowable deductible. No month-to-month, business/commercial, or 30-day drive-away policies.

Pre-Funding Confirmation Call

Applicants called to verify information.

Driver's License/ID

All applications must have one licensed driver. All applicants must have a valid state-issued/U.S. driver's license or state-issued/U.S. ID at time of contracting.

Title Application

A title application listing at least one of the borrowers as a registered owner, using the exact name(s) as shown on a valid drivers' license.



FUNDING CHECKLIST

APPLICANT NAME/APP ID #

CONTACT US
877.393.8372

First name

Last name

Application ID #

CONTACT ADDRESSES

FUNDING

Ship via Fed Ex

Exeter Finance
4054 Willow Lake Blvd.
Suite 2090
Memphis, TN 38153

Ship via UPS & USPS

Exeter Finance
4054 Willow Lake Blvd
Suite 2090
Memphis, TN 38118

TITLE

Exeter Finance
PO Box 677
Wilmington, OH 45177

INSURANCE

Exeter Finance
P.O. Box 369
Carmel, IN 46082

ANCILLARY PRODUCTS

Exeter Finance
P.O. Box 166008
Irving, TX 75016

ACCOUNT PAYOFFS & FIRST PAYMENT

Exeter Finance
Attn: Payment Processing
2701 E Grauwyler Rd. Bldg. 1
Irving, TX 75061

APPLICANT

- ☐ **PROOF OF INSURANCE: \$1000 MAX DEDUCTIBLE ALLOWED**
 - ☐ Signed and completed ATPI with Exeter listed as lienholder
 - ☐ Or Insurance card/Declaration page
- ☐ **COPY OF VALID STATE ISSUED DRIVER'S LICENSE**
- ☐ **PROOF OF RESIDENCE** *(if applicable - within 30 days of contract date)*
 - ☐ Monthly Bill or equivalent
 - ☐ Recent paystub/bank statement
- ☐ **PROOF OF INCOME** *(if applicable - within 30 days of contract date)*
 - ☐ **W-2 income:** Most recent paystub **and** employment verification required. Secondary employment income valid with one year of pay.
 - ☐ **Self-Employed (Contractors):** Last year professionally prepared tax return **or** last three months personal bank statements required. *No NSF/Overdraft activity allowed.*
 - ☐ **Fixed income*:** Retirement/SSI/VA income requires most recent bank (card) statement showing beneficiary name **and** amount received.
 - ☐ **Child (Spousal) Support*:** Three months of consecutive pay history required. Award (eligibility) letters and/or court orders are not sufficient documentation for POI.
- ☐ **MISCELLANEOUS STIPULATIONS AS REQUIRED**

**Non-taxable income should be grossed up 25%.*

DEALER

- ☐ **ORIGINAL SIGNED RETAIL INSTALLMENT CONTRACT ASSIGNED TO EXETER FINANCE**
- ☐ **ASSIGNMENT FORM** *(if applicable)*
- ☐ **SIGNED CREDIT APPLICATION**
- ☐ **APPROVAL SHEET**
- ☐ **SIGNED BUYER'S ORDER** *(not required in CA or NV)*
- ☐ **TITLE APPLICATION OR FRONT AND BACK OF TITLE**
(properly executed, including state-specific requirements)
- ☐ **ODOMETER STATEMENT**
- ☐ **FACTORY INVOICE OR BOOKOUT SHEET**
(NADA or KBB depending on state)
(KBB: AK/AZ/CA/CO/HI/ID/MT/NM/NV/OR/UT/WA/WY)
- ☐ **LENDER COPIES OF ALL CANCELABLE ANCILLARY PRODUCT CERTIFICATES ASSIGNED TO EXETER FINANCE; MUST BE ITEMIZED ON CONTRACT**