

**Rates as low as
2.55%**

Financial Bulletin - Standard Term Vehicle Buy Rates



California - San Diego Retail Rate Letter

Effective: February 24, 2015

Vehicle/ Model Year	Maximum Term	Standard Pricing								
		Tier 1+ 720+ (11)	Tier 1 719-690 (1)	Tier 2 689-670 (2)	Tier 3 669-650 (3)	Tier 4 649-630 (4)	Tier 5 629-610 (5)	Tier 6 609-580 (6)	Tier 7 579-520 (7)	
NEW New Toyota & Current Year Used Vehicles	60	3.55	4.30	6.50	8.95	9.54	10.60	13.30	18.25	
	66	3.85	4.30	6.50	9.50	9.54	10.85	13.65	18.50	
	72	3.90	4.70	7.05	9.75	10.54	11.35	14.05	18.75	
	75	4.40	5.20	7.05	9.75	10.54	11.35	14.05	18.75	
	84**	5.65	6.45	N/A	N/A	N/A	N/A	N/A	N/A	
CERTIFIED All 2014-2012	60	3.55	4.30	6.50	8.95	9.54	10.60	13.30	18.25	
	66	3.85	4.30	6.50	9.50	9.54	10.85	13.65	18.50	
	72	3.90	4.70	7.05	9.75	10.54	11.35	14.05	18.75	
	75	4.40	5.20	7.05	9.75	10.54	11.35	14.05	18.75	
	84**	5.65	6.45	N/A	N/A	N/A	N/A	N/A	N/A	
2014	1 Year Old Used	60	3.85	4.85	7.05	9.25	9.79	11.35	14.05	19.00
2013	2 Year Old Used	60	3.85	4.85	7.05	9.25	10.19	11.60	14.45	19.40
2012	3 Year Old Used	60	3.85	4.85	7.05	9.25	10.59	11.80	14.95	19.90
2011	4 Year Old Used	60	3.85	4.85	7.05	9.25	10.89	12.10	15.20	20.15
2010-2005	5-7/8-10* Yr Old Used	60/48	4.85	5.85	8.05	10.25	12.80	13.10	15.70	20.65
★	Advance Limits ¹	All	120% (Toyota, Lexus, Scion) 110% Other Vehicles				100% (Toyota, Lexus, Scion) 80% Other Vehicles			
★	Advance Exception Uprates		+.25				+.50			
★	Advance Definition = [Total Amount Financed - Cancelable Adds (VSA, GAP, CLAH, TAC)] / New Invoice or Used Wholesale Book									

*8 -10 year old used vehicles are Toyota, Lexus, Scion models only. Maximum term is 48 months.

For < 520 FICO scores, add 1% to Tier 7 rate.

Extended Term Pricing	Max Term	Tier 1+	Tier 1	Tier 2	Tier 3
2014-2011 1-4 Year Old Used Toyota, Scion and select Luxury~ Vehicles	66	4.10	5.10	7.30	9.50
	72	4.35	5.35	7.55	9.75
2014-2012 1-3 Year Old Used Toyota, Scion and select Luxury~ Vehicles	75	4.35	5.35	7.55	9.75
	84**	5.45	6.50	N/A	N/A
★	Advance Limits ¹	All	120% (Toyota, Lexus, Scion) 110% Other Vehicles		
★	Advance Exception Uprates		+.25		

SUPER TIER PROGRAM

Deduct 0.50% from
Standard rate for
FICO 760+
All Terms

*Not compatible with the Super Equity
discount

** 84 month term requirements: Minimum amount financed is \$15,000. (Toyota, Lexus, and Scion Vehicles Only)

NOTE: Rates are determined by the applicant(s) Automotive model FICO score from Experian/Fair Isaac Risk Model V2. A secondary credit bureau may be used to determine the rate subject to program guidelines.

When an applicant and co-applicant exist, the qualifying tier will be based on the higher of the two applicants' FICO score.

~ Luxury Used minimum amount financed: \$20,000.

Eligible vehicles: Acura, Aston Martin, Audi, Bentley, BMW, Cadillac, Corvette, Ferrari, Hummer, Infiniti, Jaguar, Lamborghini, Land Rover, Lexus, Lincoln, Lotus, Maserati, Mercedes Benz, Porsche, Rolls Royce, Saab & Volvo.

ADDITIONAL DISCOUNTS:

For qualified **Encore** customers, **DEDUCT 0.25% FROM ABOVE RATES** for ALL TIERS on **NEW & TCUV** only.

No Minimum Reserve Option Program, **DEDUCT 0.25% FROM ALL TIERS** in lieu of receiving a minimum reserve payment.

Equity Discount for ALL Tiers - For Loan-to-Value (LTV) 80.01% - 90%, DEDUCT 0.25% / Super Equity Program for ALL Tiers - For Loan-to-Value (LTV) ≤ 80%, DEDUCT 0.50%.

MINIMUM RESERVE SCHEDULE

Amount Financed	New Non-Subvented Vehicles	Amount Financed	Used/TCUV/Subvented Vehicles
\$7,500 - \$15,000	\$100	\$5,000 - \$15,000	\$50
\$15,001 - \$20,000	\$150	\$15,001 - \$20,000	\$100
\$20,001-\$25,000	\$200	\$20,001-\$25,000	\$150
\$25,001-\$30,000	\$250	\$25,001-\$30,000	\$200
Over \$30,000	\$300	Over \$30,000	\$250

- ▶ **Maximum rate participation is 2.50% APR above buy rates on all tiers for terms at application up to and including 60 months, 2.00% APR for terms at application of 61-71 months, 1.75% APR for terms at application greater than 71 months.**
The contract rate cannot exceed the current state maximum or TFS maximum rate of 24%, whichever is lower.
- ▶ In California, dealer rate participation cannot exceed the participation cap calculated using the alternative method required by CA AB68. Please see FSB #2006-099 (CA AB68) for further details.
In no event may dealer participation exceed the "maximum rate participation" under the above bullet point or the alternative calculation method required by CA AB68, whichever is less.
- ▶ Qualified iFi customer rate is determined by FICO score. FICO score must be >=610.
Refer to program guidelines for a list of qualifications. iFi is available on new Corolla, Matrix, Yaris, and Tacoma vehicles only.
- ▶ Lease-End Refinancing Program: Please see the program guidelines for New enhancements to this program.
- ▶ College Grad Program customers eligible for Tier 1 New vehicle rate.
- ▶ Credit worthy Business Solutions customers, including those with co-applicants with 610+ FICO scores, receive a minimum Tier 1 rate. Co-applicants with 720+ FICO scores receive a Tier 1+ rate. Co-applicants with <610 FICO scores receive a Tier 6 or 7 standard consumer rate, as shown above.
- ▶ Dealer-Owned Vehicle (DOV) Finance Program contracts receive an automatic Tier 1+ rate. No rate participation is allowed. Standard Minimum Reserve Schedule applies. All other Business Solutions terms and conditions apply.
See DOV Program Guidelines for additional program details.
- ▶ Qualified applicants without bureau FICO score are eligible for Tier 7 rate.

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Please refer to the Program Guidelines for additional details. Contact your local TFS DSSO with any questions regarding rates and Program Guidelines.