



# Residual Value Lease Guide

2025 – 2023 Models

May – June 2024 (v2)

Effective 06-04-24 to 07-01-24

## Residual Value Lease Guide

The **Residual Value Lease Guide** (RVLG) provides a fast, convenient way to estimate residual values for use in writing SmartLease® transactions. We accept no responsibility for errors or omissions and make no representations as to values of vehicles in the future. RVLG editions are issued every two months to reflect changes in residual values and depreciation. When warranted, updates to RVLG editions are identified with a revision number and changes are itemized below in the "What's New?" section.

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### What's New?

Release Date	Revision Number	Section	Model Year	Description	Effective Dates
4/30/2024	1	All	2025-2023	Initial Publication	05-01-24 to 06-03-24
		Text		Updating the Eligible New Vehicles and New Vehicle Beginning Mileage sections to include Courtesy Transportation Program vehicles.	
6/3/2024	2	Ally New Residuals		Ally Residual Values transitioned from the PDF to an Excel file	06-04-24 to 07-01-24
			2024	Model Announcement - Buick Envision	
				Model Announcement - Mercedes-Benz CLE (Cabriolet & AMG CLE53 Cpe trims)	
				Model Announcement - Mercedes-Benz E-Class (E450 A/T Wagon trim)	
				Model Announcement - Mercedes-Benz GLC (AMG Cpe trim)	
				Model Revisions - Alfa Romeo Giulia Quadrifoglio	
				Model Revisions - Alfa Romeo Tonale	
				Model Revisions - Chevrolet Trucks Silverado 2500 2WD	
				Model Revisions - Chevrolet Trucks Silverado 2500 4WD	
				Model Revisions - Chevrolet Trucks Traverse	
				Model Revisions - Dodge Trucks Hornet	
				Model Revisions - Dodge Trucks Hornet Phev	
				Model Revisions - GMC Trucks Sierra 2500 2WD	
				Model Revisions - Land Rover Range Rover Sport	
				Model Revisions - Subaru Ascent	
				Model Revisions - Subaru Crosstrek	
			2025	Model Announcement - Buick Encore GX	
				Model Announcement - Chevrolet Trailblazer	
				Model Announcement - Genesis G70	
				Model Announcement - Genesis GV70	
				Model Announcement - Kia K5	
				Model Announcement - Lexus NX	
				Model Announcement - Mini Cooper Countryman	
				Model Announcement - Subaru Legacy	
				Model Revisions - Kia Sportage	
				Model Revisions - Kia Sportage Phev	

June 4, 2024 to July 1, 2024

# GENERAL INFORMATION

## Introduction

The Residual Value Lease Guide (RVLG) contains the basic information needed to determine residual values. In most cases, residuals for eligible transactions can be obtained by accessing the Residual Value Lease Guide at [www.allydealer.com](http://www.allydealer.com).

## Mileage

The residuals in this guidebook are based on 15,000 miles per year (1,250 per month). On vehicles 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 or the base mileage allowance must be reduced by the vehicle's starting odometer mileage as indicated in the Beginning Mileage section and the Mileage Adjustment Formula section. To adjust a residual for excess mileage and/or starting miles, see the Mileage Programs & Parameters section and Beginning Mileage section.

## Manufacturer's Suggested Retail Price (MSRP)

The suggested 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 the vehicle.
- 3) Add the amount of any dealer installed options that reflect added value, listed on page 5, to the MSRP to calculate the residuals.
- 4) Turn to the vehicle to be leased or reference the OEM incentive message/rate sheet for the incentivized residual.
- 5) Determine the residual factor for the appropriate lease term (12, 24, 30, 36, 48, or 60 months).
- 6) Determine the appropriate residual increment for low, ultra low, or super ultra low mileage use, if applicable.
- 7) Determine the appropriate residual decrements for manual transmission or conversion and/or beginning mileage over 500 miles, if applicable.
- 8) Multiply the total residual factor (line 5 + line 6 – Line 7) times the total of lines 1 through 3 above.

## Odd Term Residual Calculation

Interpolate between the *standard mileage* (15,000/yr) residual percentages for the nearest "anchor" terms and round downward if a fraction results. A minimum reduction of 1% will result. An example for calculating a standard mileage (15,000/yr) residual for 40-month term is provided below.

All New Vehicles Standard Mileage (15,000/yr) Residuals								
CHEVROLET	24mo*	27mo	30mo	36mo*	39mo	42mo	48mo*	60mo*
<b>MALIBU</b>								
4dr Sdn LS	59%	57%	55%	51%	49%	48%	46%	42%
40-month example:								
• 40-month contract term				RVLG 36mo 51%		48mo 46%		
$51 - [(51 - 46) \div 12 \times 4] = 49.3\%$ rounded downward								
Residual for 40-month standard mileage transaction is 49%								
Note: There are 12 months between anchor terms. The 4 in red above represents the odd term minus the lower anchor term (40mo – 36mo = 4)								
*Anchor Term								

## GM Employee/Supplier Vehicle Purchase Program

The GM Vehicle Purchase Programs can be combined with the SmartLease rates and residuals. Additionally, prior QRD vehicles (except PHEV, Hybrid and Electric vehicles), with up to 7,500 beginning miles, will be considered eligible for all new vehicle programs unless otherwise designated.

## Chrysler Employee Advantage Program

The Chrysler Employee Advantage Programs can be combined with the SmartLease rates and residuals.

## Customer Eligibility

Eligible customers include businesses or individuals with a satisfactory credit history whose financial condition, credit and insurance qualifications support the terms included in a proposed SmartLease.

## Eligible New Vehicles

The following current and prior model year new passenger cars and light duty trucks up to 15,000 lbs. gross vehicle weight (GVW) are eligible for SmartLease:

- GM
- Fiat Chrysler Automobiles (FCA) (includes Alfa Romeo)
- Maserati (passenger cars only)
- Mitsubishi

Additionally, select new vehicles from the following OEM's are eligible if there are residuals published in the RVLG:

Acura	Honda	Lexus	Nissan	Volvo
Audi	Hyundai	Lincoln	Porsche	
BMW	Infiniti	Mazda	Subaru	
Ford	Kia	Mercedes Benz	Toyota	
Genesis	Land Rover	Mini	Volkswagen	

The following additional vehicles are eligible:

- Prior Dealer Demonstrator Program vehicles with up to 7,500 beginning miles (1,000 beginning on Exotic). Excludes Maserati.
- Prior Dealer Service/Rental Program (Courtesy Transportation Program) vehicles with up to 7,500 beginning miles. Excludes Maserati and Exotic.
- Prior Driver Education Program vehicles with up to 7,500 beginning miles. Excludes Maserati and Exotic.
- Prior GM and FCA Company-Owned Program vehicles with up to 7,500 beginning miles..
- Repaired Hail Damaged Vehicles (dealers should contact their local Ally office for guidelines).
- Certain current series new light truck conversions listed in this guide.

NOTE: The maximum beginning mileage in Nevada is 2,500 miles.

## Used Vehicles

Used vehicles are ineligible for SmartLease. This includes vehicles classified as used and not eligible for any incentives. See the "Eligible New Vehicles" section for information on vehicles that may be treated as used.

## Ineligible Vehicles

The following vehicles are specifically excluded from SmartLease eligibility:

1. New vehicles for which a dealer is not franchised. Such vehicles are classified as used and are not eligible for new vehicle leasing.
  - a. NY Qualified Dealers are eligible to submit new vehicle lease transactions, provided they have executed an MRLA.
2. Vehicles which will be sub-leased, rented, or used for hire.
3. Vehicles to be used for demonstrators or driver education.
4. Motor homes or Limousines.
5. Vehicles equipped with special equipment (e.g., Right Hand Drive).
6. Emergency or Law Enforcement Vehicles.
7. Compressed Natural Gas (CNG) vehicles.
8. Medium Duty Trucks.
9. Vans with a capacity of 11 or more people (including driver) to be used to transport students to/from school or school related events.
10. Unrepaired Hail Damaged Vehicles. Repaired hail damaged vehicles not meeting specific parameters may also be excluded.
11. Discontinued Brands.
12. Vehicles with collision damage (repaired or unrepaired), frame damaged vehicles, vehicles with Flawed or Branded titles (e.g., Lemon Law settled titles, salvage titles, totaled vehicles, water or flood damaged vehicles and vehicles affected by odometer tampering) are ineligible for SmartLease.

## Dealer Installed Options

While any dealer installed option can be capitalized **provided it does not affect the structure or impair the integrity or future resale value of the vehicle**, only the options listed below may be residualized. To calculate the residual value of a new vehicle with eligible dealer installed options, add the amount of the option shown below (**regardless of dealer cost**) to the MSRP of the new vehicle.

All New Models (except Cadillac, Maserati & Exotic)		
Options	OEM Accessories	Non-OEM Accessories
Bed Liner - Removable.....	\$250	N/A
Bed Rug.....	\$250	N/A
Premium Wheels (Mitsubishi only).....	\$795	N/A
Power Sunroof (except Mitsubishi).....	N/A	\$800
Rear Spoiler.....	\$150	N/A
Running Boards.....	\$250	N/A
Tubular Step Products.....	\$325	N/A
Wheels - Chrome (except Mitsubishi) (excludes 20 & 22 Inch).....	\$500	N/A
Wheels - 20 & 22 Inch (except Mitsubishi)		
12 - 35 months.....	\$2,000	N/A
36 - 48 months.....	\$1,500	N/A
49 - 60 months.....	\$1,000	N/A

New Cadillac Models Only		
Options	OEM Accessories	Non-OEM Accessories
Power Astro Roof.....	N/A	\$800
Rear Spoiler.....	\$150	N/A
Running Boards.....	\$250	N/A
Tubular Step Products.....	\$325	N/A
Wheels - Premium..... (excludes 20 & 22 Inch)	\$795	N/A
Wheels - 20 & 22 Inch		
12 - 35 months.....	\$2,000	N/A
36 - 48 months.....	\$1,500	N/A
49 - 60 months.....	\$1,000	N/A

## OEM Accessories

Automotive equipment that is produced or approved by the Original Equipment Manufacturer (OEM).

## Dealer Options That Void Warranties

Ally will not lease vehicles with options that void manufacturer's warranty.

## Upfits

Ally may accept leases with upfits (including conversions, lift kits, and mobility packages). Transactions involving an upfit are approved at the transaction level and must be supported by an invoice detailing all options. The invoice must show the net invoice cost to the dealer (i.e., dealer cost is net of after-sale rebates and/or upfitter incentives).

Upfits completed by an OEM-approved SVM (vehicle is shipped from factory to the SVM) or a nationally recognized brand or reputable SVM are acceptable. Upfits with a lift kit completed by one of the following approved SVM's are acceptable:

- American Expedition Vehicles (AEV)
- American Luxury Coach (ALC)
- Black Widow
- Callaway Cars
- Rocky Ridge
- Tuscany Motor

Upfits may be capitalized (not residualized). Installed equipment must not void the manufacturer's warranty and it must be able to be removed without damage to the vehicle. All other transactions involving a lift kit are ineligible for SmartLease.

## Conversions

All conversion packages must be approved at the transaction level and be supported by a manufacturer's invoice detailing all options. The invoice must show the net invoice cost to the dealer (i.e., dealer cost is net of after-sale rebates and/or upfitter incentives). The conversion package will be treated as a dealer installed option. Only those new models with conversion deductions may be residualized. On those models with a conversion deduction, the package may be residualized at 100% of dealer cost.

## Commercial Use Transactions

Residuals in this guidebook (excluding the Light Duty Commercial Sections) reflect percentages/values of vehicles based on personal use. Therefore, Ally may evaluate each commercial transaction for potential excess wear and tear or mileage-related depreciation and may adjust residuals downward accordingly. Light duty commercial cab and chassis and cutaway/high cube vehicles are **not** eligible for the Low Mileage Program, Ultra Low Mileage Program or the Super Ultra Low Mileage Program.

## Light Duty Commercial Transactions

The residual value percentages depicted in the Light Duty Commercial Vehicle Section apply to select new Cab and Chassis and Cutaway/High Cube transactions. The standard mileage is 15,000 miles per year. On vehicles 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 or the base mileage allowance must be reduced by the vehicle's starting odometer mileage as indicated in the Beginning Mileage section and the Mileage Adjustment Formula section. To adjust a residual for excess mileage and/or starting miles, see the Mileage Programs & Parameters section and Beginning Mileage section.

Light duty commercial cab and chassis and cutaway/high cube vehicles are **not** eligible for the Low Mileage Program, Ultra Low Mileage Program or the Super Ultra Low Mileage Program.

## Upfitting on Commercial Transactions

On select new vehicles, the following commercial upfits will be treated as dealer installed options that add value and should be included on Line 3 of the Leasing Worksheet at no more than 115% (Light Duty) of dealer cost (i.e., dealer cost is net of after-sale rebates or upfitter incentives). This must be approved locally and be supported by an invoice from the Body Manufacturer. The specification of the Cab and Chassis must meet or exceed the requirements necessary for the installed upfit for a particular use. For any upfit not identified on this page, dealers should contact the Ally Commercial Services Group (CSG) to determine eligibility.

The following upgrades to the new Cab and Chassis are eligible:

- Van Body
- Stake Bed
- Flat Bed
- Utility Body
- Snow Plows \* (capitalized only)
- Dump Body \* (On Highway only)

\* Contact the Ally Commercial Services Group (CSG) for restrictions.

## Lease Rates

Incentized Rates	Refer to OEM incentive program
Standard Rates	See applicable national/regional rate sheet

## Regular monthly and single payment SmartLease

- Minimum lease rate is 0.01 pp
- For federally tax-exempt leases, increase lease rate 0.75 pp

## Single payment SmartLease

	12-35 Months Reduce lease rate by	36-60 Months Reduce lease rate by
All Models	0.50 pp	1.25 pp

## Single Payment Lease

A payment option for the SmartLease customer to pay all regularly scheduled lease payments upfront. The upfront payment may be less than the total of payments under a conventional SmartLease. All vehicles eligible for SmartLease are also eligible for the Single Payment Lease Program unless otherwise designated.

## First Payment Waiver Option

Lessee option to waive the first monthly payment amount in exchange for increased lease payments:

- 12-35 month terms = increase lease rate by 1.50 pp
- 36-60 month terms = increase lease rate by 0.70 pp

## Security Deposit

The minimum security deposit should equal one Monthly Payment rounded to the next highest \$25.00. Contact the local Ally office for information regarding current alternatives to this policy. For example, the following options may be available to waive the security deposit:

- S-A Tier Waived for Standard Rate and Residual Leases
- Security deposit waiver programs – reference applicable incentive/special program for eligibility
- Lease rate increase of 0.50 pp
- Customer purchase of SmartLease Protect/Select (select OEM's) – new only

## Mileage Programs & Parameters

Ally offers SmartLease transactions with the following mileage allowance options:

- Standard Mileage
- Low Mileage
- Ultra Low Mileage
- Super Ultra Low Mileage (select vehicles only)

Upfront mileage adjustments and excess mileage charges (at termination) are based on the following mileage classes:

Mileage Class	Vehicles
Standard	GM (except Cadillac), Fiat Chrysler Automobiles (including Alfa Romeo), Ford, Genesis, Honda, Hyundai, Kia, Mazda, Mini, Mitsubishi, Nissan, Subaru, and Toyota
High Standard	Acura, Audi, BMW, Cadillac, Infiniti, Lexus, Lincoln, Mercedes Benz, Volkswagen, and Volvo
Mid-Luxury	Land Rover and Porsche
High-Luxury	Maserati
Exotic	N/A

### Standard Mileage

The standard mileage allowance is 15,000 miles per year (1,250 per month). Residuals in the RVLG guide are based on 15,000 miles per year.

SmartLease customers that anticipate driving more than 15,000 miles per year may purchase extra miles at lease inception. The residual value is reduced at the following rates for each upfront extra mile purchased over 15,000 miles per year.

Mileage Class	Upfront Mileage Charge Rate
Standard	\$0.15
High Standard	\$0.20
Mid-Luxury	\$0.25
High-Luxury	\$0.40
Exotic	N/A

**NOTE:** Upfront extra miles may not be purchased on Exotic transactions.

#### Example

Customer estimates he will drive	1,500 miles per month
Lease guide allowance	<u>-1,250</u> miles per month
Excess mileage to be charged upfront	250 miles per month
Reduce residual on a 36-month standard mileage (15,000/yr) transaction by:	
Standard:	reduce by \$1350 (36 x 15¢ x 250)
High Standard:	reduce by \$1800 (36 x 20¢ x 250)
Mid-Luxury:	reduce by \$2250 (36 x 25¢ x 250)
High-Luxury:	reduce by \$3600 (36 x 40¢ x 250)

### Low Mileage

The low mileage allowance is 12,000 miles per year (1,000 per month). Low Mileage lease transactions are not eligible for upfront extra miles.

The residual value for qualifying new vehicles on Low Mileage lease transactions must be increased by the number of points outlined below:

All New Vehicles (except High-Luxury & Exotic)	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48-59 Month Terms	60 Month Term
Low Mileage (12,000/yr)	N/A	1	2	3	3

New High-Luxury & Exotic Vehicles Only	12-23 Month Terms <sup>1</sup>	24-35 Month Terms <sup>2</sup>	36-47 Month Terms	48-59 Month Terms	60 Month Term
Low Mileage (12,000/yr)	N/A	1	2	3	3

<sup>1</sup> Select Exotic models only

<sup>2</sup> Maserati Levante and Exotic only

## Ultra Low Mileage

The ultra low mileage allowance is 10,000 miles per year (834 per month which equates to 10,008 annually [833 per month / 9,996 annually may also be accepted]).

Ultra Low Mileage lease transactions are not eligible for upfront extra miles.

The residual value for qualifying new vehicles on Ultra Low Mileage lease transactions must be increased by the number of points outlined below:

All New Vehicles (except High-Luxury & Exotic)	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48-59 Month Terms	60 Month Term
Ultra Low Mileage (10,000/yr)	1	2	3	4	5

New High-Luxury & Exotic Vehicles Only	12-23 Month Terms <sup>1</sup>	24-35 Month Terms <sup>2</sup>	36-47 Month Terms	48-59 Month Terms	60 Month Term
Ultra Low Mileage (10,000/yr)	1	2	3	4	5

<sup>1</sup> Select Exotic models only

<sup>2</sup> Maserati Levante and Exotic only

## Super Ultra Low Mileage

The super ultra low mileage allowance options are as follows:

- 2,500 miles per year (209 per month which equates to 2,508 annually [208 per month / 2,496 annually may also be accepted])
- 5,000 miles per year (417 per month which equates to 5,004 annually [416 per month / 4,992 annually may also be accepted])
- 7,500 miles per year (625 per month)

Super Ultra Low Mileage lease transactions are not eligible for upfront extra miles.

The residual value for qualifying new vehicles on Super Ultra Low Mileage lease transactions must be increased by the number of points outlined below:

All New Vehicles (except High-Luxury & Exotic)	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48-59 Month Terms	60 Month Term
Super Ultra Low Mileage (5,000/yr)	N/A	5	6	7	8
Super Ultra Low Mileage (7,500/yr)	N/A	3	4	5	6

New High-Luxury & Exotic Vehicles Only	12-23 Month Terms <sup>1</sup>	24-35 Month Terms <sup>2</sup>	36-47 Month Terms	48-59 Month Terms	60 Month Term
Super Ultra Low Mileage (2,500/yr)	3	6	7	8	9
Super Ultra Low Mileage (5,000/yr)	2	5	6	7	8
Super Ultra Low Mileage (7,500/yr)	1	3	4	5	6

<sup>1</sup> Select Exotic models only

<sup>2</sup> Maserati Levante and Exotic only

## New Vehicle Beginning Mileage

Beginning mileage cannot exceed 7,500 miles on previous demonstrators, previous high school driver education vehicles, special event vehicles purchased from an eligible OEM and prior GM and FCA company-owned program vehicles leased to eligible employees.

- Beginning mileage on Exotic vehicles cannot exceed 1,000 miles.
- Beginning mileage on Nevada transactions cannot exceed 2,500 miles.

For eligible new vehicle transactions where beginning mileage exceeds 500 miles, reduce the residual as outlined below:

Mileage Class	Residual Adjustment
Standard	Adjust the residual downward for all miles over zero by \$0.15 per mile.
High Standard	Adjust the residual value downward for all miles over zero by \$0.20 per mile.
Mid-Luxury	Adjust the residual downward for all miles over zero by \$0.25 per mile.
High-Luxury	Adjust the residual value downward for all miles over zero by \$0.40 per mile.
Exotic	Adjust the residual downward for all miles over zero by \$1.50 per mile on all models with MSRP up to \$275,000 and \$2.50 per mile on all models with MSRP over \$275,000.

Lessees leasing previous demonstrators, previous dealer service/rental program (courtesy transportation program), previous high school driver education vehicles or special event vehicles and eligible employees leasing prior GM and FCA company-owned program vehicles may elect to adjust the residual as outlined above, or handle as described below:

- All vehicles (except Maserati & Exotic)** – reduce the total allowed mileage by all or a portion of the odometer mileage (up to a maximum of 7,500 miles on prior demonstrators, prior dealer service/rental program (courtesy transportation program), previous high school driver education, special event vehicles and prior GM or FCA company-owned program vehicles).
  - If the total allowed mileage is reduced by only a portion of the beginning mileage, the residual value must be adjusted downward for the remaining portion of the beginning miles by the adjustments outlined above (i.e., Standard \$0.15 per mile, High Standard \$0.20 per mile, and Mid-Luxury \$0.25 per mile).
- Exotic vehicles** – reduce the total allowed mileage by all or a portion of the odometer mileage (up to a maximum of 1,000 miles on prior demonstrator vehicles).
  - If the total allowed mileage is reduced by only a portion of the beginning mileage, the residual value must be adjusted downward for the remaining portion of the beginning miles by \$1.50 per mile on MSRP's up to \$275,000 and \$2.50 per mile on MSRP's over \$275,000.

**Note:** Extra miles cannot be purchased if the lessee opts to reduce the base mileage allowance by all or a portion of the vehicle's starting odometer mileage. Lessees must contract for the standard mileage allowance (15,000 miles annually) to purchase extra mileage.

## Excess Mileage Charges

At lease end, if the odometer mileage exceeds the total contracted mileage the lessee is responsible for excess mileage charges as specified in the lease agreement. The lease agreement should be completed with the following excess mileage charges:

Mileage Class	Excess Mileage Charge Rate
Standard	\$0.20
High Standard	\$0.25
Mid-Luxury	\$0.30
High-Luxury	\$0.60
Exotic	\$2.75

## Maximum Lease Advance/Max Net Cap Cost

	EDC/AWV < \$100K	EDC/AWV ≥ \$100K
S/A/B Tiers =	(EDC x 120%) + DIOs	(EDC x 115%) + DIOs
C Tier =	(EDC x 115%) + DIOs	(EDC x 115%) + DIOs
D Tier =	(EDC x 105%) + DIOs	
EDC =	New Vehicle Dealer Invoice or Amount 310 or equivalent	
DIOs =	Allowable Dealer Installed Options as determined by Ally	

**Net Cap Cost may include the following (if capitalized):**

- Agreed Upon Value of the Vehicle
- + Admin Fee
- + Aftermarket Products+ Taxes/title/License/Registration
- + Negative Equity
- Capitalized Cost Reductions

## Maximum Agreed Value & Negative Equity Calculations

Ally has limits on the Maximum Agreed Upon Vehicle Value and the Maximum Negative Equity. Related lease calculations are provided below:

### Maximum Agreed Upon Value of the Vehicle Calculation

#### New Vehicle:

- 12-36 month terms = (115% x MSRP) + DIOs – Removed Equipment
- 37-60 month terms = (110% x MSRP) + DIOs – Removed Equipment

### Maximum Negative Equity Calculation

The Agreed Upon Value of the Vehicle + Capitalized Negative Equity (or Prior Lease Balance) – Cash – CCR – Rebate must be equal to or less than:

#### New Vehicle:

- 12-36 month terms = (115% x MSRP) + DIOs – Removed Equipment
- 37-60 month terms = (110% x MSRP) + DIOs – Removed Equipment

**NOTE:** Negative Equity cannot be capitalized in the state of Vermont without offsetting cash, rebate, or capitalized cost reduction allowance.

## Minimum Residual Value

Vehicles with base residual values below 15%, as well as vehicles with reduced residual values below 15% based on anticipated use and mileage, are unacceptable for SmartLease.

## Residualizable MSRP

Residualizable MSRP equals MSRP from the Manufacturer's invoice plus residualizable dealer installed options minus removed equipment.

## Insurance Requirements – SmartLease

Before a vehicle is delivered, the dealer must verify the following:

### Public Liability Insurance – Minimum Coverage

For passenger cars and trucks of less than 10,000 lbs. GVW, liability insurance must:

- Meet the minimum requirements for liability insurance as published in the SmartLease Agreement.

For trucks of 10,000 lbs. GVW or more and public conveyance vehicles, liability insurance must instead:

- Provide primary coverage of at least \$50,000 for property damage, \$100,000 for bodily injuries to any one person, and \$300,000 for bodily injuries for any one accident, and umbrella coverage of \$1,000,000 or
- Have a combined single limit of at least \$1,000,000 for bodily injuries and property damage for any one accident.

Refer for the applicable version of the SmartLease Agreement for further details and specific coverage requirements.

### Physical Damage Insurance – Maximum Deductibles

Collision Deductible

- \$1,000.00 Passenger Cars/Light Duty Trucks

Comprehensive Deductible

- \$1,000.00 Passenger Cars/Light Duty Trucks

#### Commercial Use Vehicles over 10,000 GVW

Physical Damage Deductible

- \$1,000.00

Unless instructed otherwise by the local Ally office, Ally must be named as additional insured on the public liability insurance and as loss payee on the physical damage insurance.

## Gap Protection

SmartLease offers GAP protection, which limits the lessee's liability when the vehicle is stolen and not recovered or totaled and there is an insurance settlement.

## Disposition Fee

All SmartLease transactions should disclose a disposition fee as described in the below table, based on contract state. The disposition fee is payable at the end of the vehicle lease, unless waived as described in the lease agreement.

State Limitation	States Applicable	Example	
		\$192.48 Base Monthly Payment	Maximum Disposition Fee
1X Base Monthly Payment up to \$395*	WI	\$192.48 x 1 = \$192.48	\$192.48
2X Base Monthly Payment up to \$395*	CO, IA, KS, ME, OK, WV, WY	\$192.48 x 2 = \$384.96	\$384.96
3X Base Monthly Payment up to \$395*	IN, SC	\$192.48 x 3 = \$577.44	\$395.00
\$395	All Remaining States	\$192.48	\$395.00

\*Fee limit is calculated on the base monthly payment (lease agreement Section 7i). For a single payment lease, determine the base monthly payment by dividing the total of base payments by the term.

## Lease Assignment

All lease agreements should be assigned to Ally Bank Lease Trust. Check the box in the assignment section of the SmartLease agreement and fill in the assignee as follows:

Ally Bank Lease Trust	
<input checked="" type="checkbox"/>	If this box is checked, Lessor will assign the lease and sell the vehicle to Ally Bank Lease Trust.

## Loss Payee and Additional Insured

Record the endorsement name for the loss payee and additional insured as follows:

Ally Financial and its successors and assigns P.O. Box 8105 Cockeysville, MD 21030
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## Title/Lien Filing

Titling and lien filing requirements can be found in the Lease Agreement Processing section of the Dealer Guide to Doing Business with Ally.

## Lease Agreement Packages

Forward completed lease agreement packages directly to the Contract Processing Center as noted below:

Delivery Method	Address	Fax Number
FedEx (excludes FedEx Ground)	Ally Suite 2070 4054 Willow Lake Blvd. Memphis, TN 38153	877-709-6084
All Others (UPS, USPS, etc.)	Ally Suite 2070 4054 Willow Lake Blvd. Memphis, TN 38118	877-709-6084

## SmartLease Payment Factors

SmartLease payment factors for selected terms and rates are provided to assist in the calculation of SmartLease payments. To calculate the payment, locate the factors for the appropriate term and rate and apply these factors to the net capitalized cost and residual value, as shown in the following example:

<b>Payment Calculation: 36 Months – 3.25% Rate</b> Net Cap Cost X Net Cap Cost Factor = Net Cap Cost Payment \$30,000 X 0.0291127 = \$873.38 Residual Value X Residual Factor = Residual Value Credit \$13,800 X 0.0263403 = \$363.50 Net Cap Cost Payment – Residual Value Credit = Monthly Payment <b>\$873.38 – \$363.50 = \$509.88</b>
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SmartLease payment factors are provided in the following table.

# SMARTLEASE PAYMENT FACTORS

12 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
1.50%	0.0839071	0.0825554
1.80%	0.0840220	0.0824007
1.90%	0.0840604	0.0823491
2.00%	0.0840987	0.0822976
2.10%	0.0841370	0.0822462
2.30%	0.0842138	0.0821433
2.40%	0.0842521	0.0820919
2.50%	0.0842905	0.0820406
2.90%	0.0844441	0.0818355
3.00%	0.0844825	0.0817843
3.40%	0.0846362	0.0815797
3.50%	0.0846747	0.0815287
3.90%	0.0848285	0.0813248
4.00%	0.0848670	0.0812738
4.25%	0.0849633	0.0811467
4.40%	0.0850210	0.0810705
4.50%	0.0850595	0.0810197
4.90%	0.0852137	0.0808170
5.00%	0.0852523	0.0807664
5.75%	0.0855417	0.0803877
5.80%	0.0855610	0.0803625
5.90%	0.0855996	0.0803121
6.00%	0.0856382	0.0802618
6.50%	0.0858315	0.0800106
6.75%	0.0859282	0.0798853
7.00%	0.0860249	0.0797602
7.25%	0.0861217	0.0796352
7.50%	0.0862186	0.0795104
7.30%	0.0861411	0.0796102
7.40%	0.0861798	0.0795603
8.00%	0.0864123	0.0792614
8.15%	0.0864705	0.0791869
8.25%	0.0865093	0.0791372
8.50%	0.0866063	0.0790131
8.75%	0.0867034	0.0788893
8.90%	0.0867616	0.0788150
9.00%	0.0868005	0.0787656
9.65%	0.0870531	0.0784448
9.75%	0.0870920	0.0783956
10.00%	0.0871893	0.0782726
10.25%	0.0872866	0.0781498
10.50%	0.0873840	0.0780272
10.75%	0.0874814	0.0779047
11.00%	0.0875789	0.0777824
11.25%	0.0876763	0.0776604
11.50%	0.0877739	0.0775384
11.75%	0.0878715	0.0774167
12.00%	0.0879691	0.0772952

24 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
1.50%	0.0422680	0.0409683
1.80%	0.0423888	0.0408298
1.90%	0.0424291	0.0407837
2.00%	0.0424695	0.0407377
2.10%	0.0425098	0.0406917
2.30%	0.0425906	0.0405998
2.40%	0.0426310	0.0405539
2.50%	0.0426715	0.0405081
2.90%	0.0428335	0.0403252
3.00%	0.0428740	0.0402796
3.40%	0.0430364	0.0400975
3.50%	0.0430771	0.0400521
3.90%	0.0432399	0.0398708
4.00%	0.0432807	0.0398256
4.25%	0.0433826	0.0397128
4.40%	0.0434439	0.0396452
4.50%	0.0434847	0.0396003
4.90%	0.0436484	0.0394207
5.00%	0.0436894	0.0393759
5.75%	0.0439972	0.0390413
5.80%	0.0440178	0.0390191
5.90%	0.0440589	0.0389747
6.00%	0.0441001	0.0389303
6.50%	0.0443063	0.0387091
6.75%	0.0444095	0.0385989
7.00%	0.0445129	0.0384889
7.25%	0.0446164	0.0383792
7.50%	0.0447201	0.0382697
7.30%	0.0446372	0.0383573
7.40%	0.0446786	0.0383135
8.00%	0.0449278	0.0380516
8.15%	0.0449902	0.0379863
8.25%	0.0450318	0.0379429
8.50%	0.0451360	0.0378345
8.75%	0.0452402	0.0377263
8.90%	0.0453029	0.0376615
9.00%	0.0453447	0.0376184
9.65%	0.0456167	0.0373389
9.75%	0.0456586	0.0372961
10.00%	0.0457636	0.0371892
10.25%	0.0458686	0.0370825
10.50%	0.0459738	0.0369761
10.75%	0.0460791	0.0368700
11.00%	0.0461845	0.0367641
11.25%	0.0462900	0.0366584
11.50%	0.0463957	0.0365530
11.75%	0.0465015	0.0364479
12.00%	0.0466074	0.0363430

27 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
1.50%	0.0376416	0.0363478
1.80%	0.0377632	0.0362112
1.90%	0.0378038	0.0361657
2.00%	0.0378444	0.0361203
2.10%	0.0378850	0.0360749
2.30%	0.0379663	0.0359844
2.40%	0.0380070	0.0359392
2.50%	0.0380478	0.0358940
2.90%	0.0382109	0.0357137
3.00%	0.0382517	0.0356688
3.40%	0.0384153	0.0354895
3.50%	0.0384563	0.0354447
3.90%	0.0386204	0.0352663
4.00%	0.0386615	0.0352218
4.25%	0.0387643	0.0351108
4.40%	0.0388261	0.0350443
4.50%	0.0388673	0.0350000
4.90%	0.0390323	0.0348234
5.00%	0.0390736	0.0347794
5.75%	0.0393843	0.0344504
5.80%	0.0394051	0.0344286
5.90%	0.0394466	0.0343850
6.00%	0.0394882	0.0343414
6.50%	0.0396964	0.0341241
6.75%	0.0398007	0.0340158
7.00%	0.0399052	0.0339079
7.25%	0.0400098	0.0338002
7.50%	0.0401145	0.0336928
7.30%	0.0400307	0.0337787
7.40%	0.0400726	0.0337357
8.00%	0.0403245	0.0334788
8.15%	0.0403876	0.0334148
8.25%	0.0404297	0.0333722
8.50%	0.0405350	0.0332659
8.75%	0.0406405	0.0331598
8.90%	0.0407039	0.0330964
9.00%	0.0407462	0.0330541
9.65%	0.0410215	0.0327804
9.75%	0.0410640	0.0327385
10.00%	0.0411702	0.0326338
10.25%	0.0412766	0.0325294
10.50%	0.0413831	0.0324253
10.75%	0.0414898	0.0323214
11.00%	0.0415966	0.0322178
11.25%	0.0417035	0.0321145
11.50%	0.0418106	0.0320115
11.75%	0.0419179	0.0319087
12.00%	0.0420253	0.0318062



# SMARTLEASE PAYMENT FACTORS

30 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0335149	0.0331276
1.75%	0.0340425	0.0325388
1.90%	0.0341036	0.0324714
2.00%	0.0341445	0.0324265
2.50%	0.0343490	0.0322029
2.60%	0.0343900	0.0321583
2.70%	0.0344310	0.0321138
2.75%	0.0344515	0.0320915
3.10%	0.0345953	0.0319361
3.90%	0.0349253	0.0315832
3.95%	0.0349460	0.0315612
4.00%	0.0349667	0.0315393
4.25%	0.0350702	0.0314298
4.65%	0.0352363	0.0312551
4.75%	0.0352779	0.0312116
4.90%	0.0353403	0.0311464
5.00%	0.0353819	0.0311030
5.18%	0.0354570	0.0310249
5.50%	0.0355906	0.0308866
5.75%	0.0356952	0.0307789
5.90%	0.0357580	0.0307144
6.00%	0.0357999	0.0306714
6.40%	0.0359679	0.0305002
6.48%	0.0360015	0.0304660
6.50%	0.0360099	0.0304575
6.65%	0.0360731	0.0303935
6.75%	0.0361152	0.0303509
6.90%	0.0361784	0.0302872
7.00%	0.0362206	0.0302447
7.25%	0.0363262	0.0301387
7.40%	0.0363897	0.0300753
7.50%	0.0364320	0.0300331
7.65%	0.0364955	0.0299699
7.75%	0.0365379	0.0299278
8.15%	0.0367078	0.0297598
8.25%	0.0367503	0.0297179
8.65%	0.0369207	0.0295509
8.75%	0.0369634	0.0295093
8.90%	0.0370274	0.0294469
9.00%	0.0370701	0.0294054
9.15%	0.0371343	0.0293432
9.25%	0.0371771	0.0293018
9.50%	0.0372842	0.0291986
9.65%	0.0373485	0.0291367
9.75%	0.0373915	0.0290956
10.00%	0.0374989	0.0289928
10.25%	0.0376065	0.0288904
10.50%	0.0377143	0.0287883

36 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0279604	0.0275752
1.75%	0.0284920	0.0269964
1.90%	0.0285537	0.0269303
2.00%	0.0285949	0.0268862
2.50%	0.0288014	0.0266668
2.60%	0.0288428	0.0266231
2.70%	0.0288842	0.0265794
2.75%	0.0289049	0.0265576
3.10%	0.0290503	0.0264054
3.25%	0.0291127	0.0263403
3.95%	0.0294050	0.0260384
4.00%	0.0294259	0.0260169
4.25%	0.0295307	0.0259098
4.65%	0.0296989	0.0257391
4.75%	0.0297411	0.0256966
4.90%	0.0298043	0.0256329
5.00%	0.0298465	0.0255905
5.18%	0.0299226	0.0255144
5.50%	0.0300581	0.0253794
5.75%	0.0301643	0.0252743
5.90%	0.0302280	0.0252115
6.00%	0.0302706	0.0251696
6.40%	0.0304412	0.0250028
6.48%	0.0304753	0.0249695
6.50%	0.0304839	0.0249612
6.65%	0.0305480	0.0248989
6.75%	0.0305908	0.0248575
6.90%	0.0306551	0.0247954
7.00%	0.0306980	0.0247541
7.25%	0.0308054	0.0246511
7.40%	0.0308699	0.0245894
7.50%	0.0309130	0.0245484
7.65%	0.0309777	0.0244870
7.75%	0.0310208	0.0244460
8.15%	0.0311938	0.0242830
8.25%	0.0312371	0.0242423
8.65%	0.0314107	0.0240803
8.75%	0.0314542	0.0240400
8.90%	0.0315194	0.0239795
9.00%	0.0315630	0.0239393
9.15%	0.0316284	0.0238790
9.25%	0.0316721	0.0238389
9.50%	0.0317813	0.0237389
9.65%	0.0318470	0.0236791
9.75%	0.0318908	0.0236392
10.00%	0.0320005	0.0235399
10.25%	0.0321104	0.0234409
10.50%	0.0322205	0.0233422

39 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0258241	0.0254397
1.75%	0.0263574	0.0248649
1.90%	0.0264193	0.0247992
2.00%	0.0264606	0.0247555
2.50%	0.0266679	0.0245378
2.60%	0.0267095	0.0244944
2.70%	0.0267511	0.0244511
2.75%	0.0267719	0.0244295
3.10%	0.0269179	0.0242785
3.90%	0.0272534	0.0239361
3.95%	0.0272744	0.0239148
4.00%	0.0272955	0.0238936
4.25%	0.0274009	0.0237875
4.65%	0.0275700	0.0236185
4.75%	0.0276124	0.0235764
4.90%	0.0276761	0.0235133
5.00%	0.0277185	0.0234714
5.18%	0.0277951	0.0233960
5.50%	0.0279315	0.0232624
5.75%	0.0280383	0.0231585
5.90%	0.0281025	0.0230963
6.00%	0.0281453	0.0230549
6.40%	0.0283171	0.0228900
6.48%	0.0283515	0.0228571
6.50%	0.0283602	0.0228489
6.65%	0.0284248	0.0227874
6.75%	0.0284679	0.0227464
6.90%	0.0285327	0.0226851
7.00%	0.0285759	0.0226443
7.25%	0.0286841	0.0225425
7.40%	0.0287491	0.0224816
7.50%	0.0287926	0.0224411
7.65%	0.0288577	0.0223804
7.75%	0.0289012	0.0223401
8.15%	0.0290756	0.0221791
8.25%	0.0291193	0.0221390
8.65%	0.0292944	0.0219792
8.75%	0.0293382	0.0219394
8.90%	0.0294041	0.0218798
9.00%	0.0294481	0.0218401
9.15%	0.0295141	0.0217807
9.25%	0.0295581	0.0217412
9.50%	0.0296684	0.0216426
9.65%	0.0297347	0.0215836
9.75%	0.0297789	0.0215444
10.00%	0.0298897	0.0214465
10.25%	0.0300006	0.0213490
10.50%	0.0301118	0.0212518

## SMARTLEASE PAYMENT FACTORS

48 MONTHS			60 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR	LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0210174	0.0206348	0.45%	0.0168517	0.0164706
1.75%	0.0215548	0.0200693	1.75%	0.0173932	0.0159138
1.90%	0.0216173	0.0200048	1.90%	0.0174564	0.0158505
2.00%	0.0216590	0.0199619	2.00%	0.0174986	0.0158084
2.50%	0.0218685	0.0197483	2.50%	0.0177105	0.0155990
2.60%	0.0219105	0.0197058	2.60%	0.0177530	0.0155573
2.70%	0.0219526	0.0196634	2.70%	0.0177956	0.0155158
2.75%	0.0219737	0.0196422	2.75%	0.0178170	0.0154950
3.10%	0.0221214	0.0194944	3.10%	0.0179667	0.0153504
3.90%	0.0224613	0.0191596	3.90%	0.0183119	0.0150236
3.95%	0.0224827	0.0191388	3.95%	0.0183336	0.0150034
4.00%	0.0225040	0.0191181	4.00%	0.0183553	0.0149831
4.25%	0.0226110	0.0190145	4.25%	0.0184642	0.0148823
4.65%	0.0227828	0.0188497	4.65%	0.0186391	0.0147220
4.75%	0.0228259	0.0188087	4.75%	0.0186830	0.0146821
4.90%	0.0228906	0.0187473	4.90%	0.0187489	0.0146225
5.00%	0.0229337	0.0187064	5.00%	0.0187929	0.0145828
5.18%	0.0230116	0.0186330	5.18%	0.0188723	0.0145116
5.40%	0.0231069	0.0185437	5.40%	0.0189697	0.0144249
5.50%	0.0231504	0.0185031	5.50%	0.0190140	0.0143857
5.75%	0.0232591	0.0184021	5.75%	0.0191251	0.0142878
5.90%	0.0233245	0.0183417	5.90%	0.0191920	0.0142294
6.00%	0.0233682	0.0183016	6.00%	0.0192366	0.0141905
6.40%	0.0235433	0.0181415	6.40%	0.0194158	0.0140359
6.48%	0.0235784	0.0181096	6.48%	0.0194517	0.0140051
6.50%	0.0235872	0.0181017	6.50%	0.0194607	0.0139974
6.65%	0.0236531	0.0180420	6.65%	0.0195283	0.0139399
6.75%	0.0236971	0.0180023	6.75%	0.0195734	0.0139016
6.90%	0.0237632	0.0179429	6.90%	0.0196411	0.0138444
7.00%	0.0238074	0.0179034	7.00%	0.0196864	0.0138063
7.40%	0.0239844	0.0177461	7.00%	0.0196864	0.0138063
7.50%	0.0240287	0.0177069	7.50%	0.0199135	0.0136172
7.65%	0.0240954	0.0176482	7.65%	0.0199819	0.0135609
7.75%	0.0241398	0.0176092	7.75%	0.0200276	0.0135234
8.15%	0.0243182	0.0174538	8.15%	0.0202110	0.0133743
8.25%	0.0243629	0.0174152	8.25%	0.0202570	0.0133372
8.65%	0.0245423	0.0172611	8.65%	0.0204416	0.0131897
8.75%	0.0245872	0.0172228	8.75%	0.0204878	0.0131531
8.90%	0.0246547	0.0171654	8.90%	0.0205574	0.0130982
9.00%	0.0246998	0.0171272	9.00%	0.0206038	0.0130617
9.15%	0.0247675	0.0170700	9.15%	0.0206736	0.0130071
9.25%	0.0248127	0.0170320	9.25%	0.0207202	0.0129708
9.50%	0.0249258	0.0169372	9.50%	0.0208369	0.0128804
9.65%	0.0249938	0.0168806	9.65%	0.0209071	0.0128265
9.75%	0.0250392	0.0168429	9.75%	0.0209540	0.0127906

June 4, 2024 to July 1, 2024

## Eligible New Vehicle Summary

ACURA		CHRYSLER		JEEP		MITSUBISHI		
2024-2023	INTEGRA	2023	300	2023	CHEROKEE	2024-2023	ECLIPSE CROSS	
2023	ILX	2024-2023	PACIFICA	2024-2023	COMPASS	2024-2023	MIRAGE	
2024-2023	MDX	2024-2023	PACIFICA HYBRID	2024-2023	GLADIATOR	2024-2023	OUTLANDER	
2024-2023	RDX	DODGE		2023	GRAND CHEROKEE WK	2024-2023	OUTLANDER PHEV	
2024-2023	TLX	2023	CHALLENGER	2024-2023	GRAND CHEROKEE	2024-2023	OUTLANDER SPORT	
ALFA ROMEO		2023	CHARGER	2024-2023	GRAND CHEROKEE 4xe	NISSAN		
2024-2023	GIULIA	DODGE TRUCKS		2024-2023	GRAND CHEROKEE L	2024-2023	ALTIMA	
2024-2023	STELVIO	2024-2023	DURANGO	2024-2023	GRAND WAGONEER	2024-2023	ARMADA	
2024	TONALE	2024-2023	HORNET	2024-2023	GRAND WAGONEER L	2024-2023	FRONTIER	
AUDI		FIAT		2023	RENEGADE	2024-2023	KICKS	
2024-2023	A3	2023	500X	2024-2023	WAGONEER	2023	MAXIMA	
2024-2023	A4	FORD		2024-2023	WAGONEER L	2024-2023	MURANO	
2024-2023	A5	2024-2023	MUSTANG	2024-2023	WRANGLER	2024-2023	PATHFINDER	
2024-2023	A6	FORD TRUCKS		2024-2023	WRANGLER 4xe	2024-2023	ROGUE	
2024-2023	A7	2024-2023	BRONCO	2024-2023	WRANGLER 392	2023	ROGUE SPORT	
2024-2023	A8	2024-2023	BRONCO SPORT	KIA		2024-2023	SENTRA	
2024-2023	Q3	2023	ECOSPORT		2024-2023	CARNIVAL	2024-2023	TITAN
2024-2023	Q5/SQ5	2024-2023	EDGE		2024-2023	FORTE	2024-2023	TITAN XD
2025-2023	Q7	2024-2023	ESCAPE/PHEV	2025-2023	K5	2024-2023	VERSA	
2024-2023	Q8	2024-2023	EXPEDITION	2024-2023	NIRO	2024-2023	Z	
2024-2023	S3/RS 3	2024-2023	EXPLORER	2023	RIO	PORSCHE		
2024-2023	S4	2024-2023	F-150	2024-2023	SELTOS	2024-2023	CAYENNE	
2024-2023	S5	2024-2023	F-250 SUPER DUTY	2024-2023	SORENTO	2024-2023	CAYENNE COUPE	
2024-2023	S6	2024-2023	F-350 SUPER DUTY	2024-2023	SORENTO PHEV	2024-2023	718 CAYMAN	
2024-2023	S7	2024-2023	MAVERICK	2024-2023	SOUL	2024-2023	MACAN	
2024-2023	S8	2024-2023	RANGER	2025-2023	SPORTAGE	RAM		
2023	TT/TTS	GENESIS		2025-2023	SPORTAGE PHEV	2024-2023	PROMASTER	
BMW		2025-2023	G70	2023	STINGER	2023	PROMASTER CITY CARGO	
	2024-2023	2024-2023	G80	2024-2023	TELLURIDE	2023	PROMASTER CITY WAGON	
	2024-2023	2024-2023	G90	LAND ROVER		2025-2023	RAM 1500	
2024-2023	3 SERIES	2025-2023	GV70	2024-2023	DEFENDER	2024-2023	RAM 1500 CLASSIC	
2025-2023	4 SERIES	2024-2023	GV80	2024-2023	DISCOVERY	2024-2023	RAM 2500	
2025-2023	4 SERIES GRAN COUPE	GMC TRUCKS		2024-2023	DISCOVERY SPORT	2024-2023	RAM 3500	
2024-2023	5 SERIES	2024-2023	ACADIA	2024-2023	RANGE ROVER	SUBARU		
2024-2023	7 SERIES	2024-2023	CANYON	2024-2023	RANGE ROVER EVOQUE	2024-2023	ASCENT	
2025-2023	8 SERIES	2024-2023	SAVANA CARGO VAN	2024-2023	RANGE ROVER SPORT	2024-2023	BRZ	
2025-2024	8 SERIES GRAN COUPE	2024-2023	SAVANA PASSENGER	2025-2023	RANGE ROVER VELAR	2024-2023	CROSSTREK	
2024-2023	M2	2024-2023	SIERRA 1500	LEXUS		2025-2023	FORESTER	
2024-2023	M3	2023	SIERRA 1500 LIMITED	2024-2023	ES	2023	IMPREZA SEDAN	
2023	M4	2024-2023	SIERRA 2500HD	2024-2023	GX	2024-2023	IMPREZA WAGON	
2023	M5	2024-2023	SIERRA 2500HD DENALI	2024-2023	IS	2025-2023	LEGACY	
2025-2023	M8	2024-2023	SIERRA 3500HD	2024-2023	LC	2024-2023	OUTBACK	
2024-2023	M8 GRAN COUPE	2024-2023	SIERRA 3500HD DENALI	2024-2023	LS	2024-2023	WRX	
2024-2023	X1	2024-2023	TERRAIN	2024-2023	LX	TOYOTA		
2024-2023	X2	2024-2023	YUKON	2025-2023	NX	2024-2023	4RUNNER	
2024-2023	X3	2024-2023	YUKON XL	2025-2023	NX PHEV	2023	AVALON HYBRID	
2024-2023	X3 M	HONDA		2024-2023	RC	2024-2023	CAMRY	
2024-2023	X4	2024-2023	ACCORD	2024-2023	RC F	2024-2023	CAMRY HYBRID	
2024-2023	X4 M	2024-2023	CIVIC	2024-2023	RX	2023	C-HR	
2025-2023	X5	2024-2023	CRV	2024	TX	2024-2023	COROLLA/ HATCHBACK	
2025-2023	X5 M	2025-2023	HRV	2025-2023	UX	2024-2023	COROLLA CROSS/HYBRID	
2025-2023	X6 M	2024-2023	ODYSSEY	2024-2023	AVIATOR	2024-2023	COROLLA HYBRID	
2025-2023	X7	2024-2023	PASSPORT	2023	AVIATOR PHEV	2024	GRAND HIGHLANDER/HYBRID	
2025-2023	Z4	2025-2023	PILOT	2024-2023	CORSAIR	2024-2023	GR86	
BUICK		2024-2023	RIDGELINE	2024-2023	NAUTILUS	2024-2023	GR COROLLA	
	2024-2023	HYUNDAI		2024-2023	NAVIGATOR	2024-2023	HIGHLANDER	
	2023	2023	ACCENT	MAZDA		2024-2023	HIGHLANDER HYBRID	
2025-2023	ENCORE	2024-2023	ELANTRA	2024-2023	CX-30	2024-2023	LAND CRUISER	
CADILLAC	2025-2023	2024-2023	KONA	2024-2023	CX-5	2024-2023	RAV4	
	2024-2023	2024-2023	PALISADE	2024	CX-90	2024-2023	RAV4 HYBRID	
	2024-2023	2024-2023	SANTA CRUZ	2023	CX-9	2024-2023	RAV4 PRIME	
2024-2023	ESCALADE	2024-2023	SANTA FE	2025	CX-70	2024-2023	SEQUOIA	
2024-2023	XT4	2024-2023	SANTA FE HYBRID	2024-2023	MAZDA3	2024-2023	SIENNA	
2024-2023	XT5	2024-2023	SANTA FE PHEV	2024-2023	MAZDA6	2024-2023	SUPRA	
2024-2023	XT6	2024-2023	SONATA	2024-2023	MX-5 MIATA	2024-2023	TACOMA	
CHEVROLET		2024-2023	TUCSON	MERCEDES-BENZ		2024-2023	TUNDRA	
2023	BOLT EV	2024-2023	TUCSON HYBRID	2023	A-CLASS	2024-2023	TUNDRA HYBRID	
2024-2023	CAMARO	2024-2023	TUCSON PHEV	2024-2023	C-CLASS/COUPE	2024-2023	VENZA	
2024-2023	CORVETTE CONVERTIBLE	2023	VELOSTER	2024-2023	CLA	VOLKSWAGEN		
2024-2023	CORVETTE COUPE	2024-2023	VENUE	2024	CLE	2024-2023	ARTEON	
2024-2023	MALIBU	INFINITI		2023	CLS	2024-2023	ATLAS	
2023	SPARK	2024-2023	Q50	2023	E-CLASS/COUPE/WAGON	2024-2023	ATLAS CROSS SPORT	
CHEVROLET TRUCKS		2023	Q60	2024-2023	GLA	2024-2023	GLI	
	2024-2023	BLAZER	2024-2023	QX50	2024-2023	GLB	2024-2023	GOLF R
	2023	BOLT EUV	2024-2023	QX55	2024-2023	GLC/COUPE	2024-2023	GTI
2024-2023	COLORADO	2024-2023	QX60	2023	GLE/COUPE/PHEV	2024-2023	JETTA SEDAN	
2024-2023	EQUINOX	2024-2023	QX80	2024-2023	GLS	2023	PASSAT	
2024-2023	EXPRESS CARGO VAN			2023	METRIS CARGO	2024-2023	TAOS	
2024-2023	EXPRESS PASSENGER			2023	METRIS PASSENGER	2024-2023	TIGUAN	
2024-2023	SILVERADO 1500			2024-2023	S-CLASS	VOLVO		
2023	SILVERADO 1500 LTD			2024-2023	SL	2024-2023	S60	
2024-2023	SILVERADO 2500HD			2024-2023	SPRINTER CARGO	2024-2023	S90	
2024-2023	SILVERADO 3500HD			2024-2023	SPRINTER CREW	2024-2023	V60 CROSS COUNTRY	
2024-2023	SUBURBAN			2024-2023	SPRINTER PASSENGER	2024-2023	V90 CROSS COUNTRY	
2024-2023	TAHOE			MINI		2024-2023	XC40	
2024-2023	TRAVERSE			2024-2023	COOPER CLUBMAN	2024-2023	XC60	
2024	TRAVERSE LIMITED			2024-2023	COOPER CONVERTIBLE	2024-2023	XC90	
2025-2023	TRAILBLAZER			2025-2023	COOPER COUNTRYMAN/PHEV			
2025-2023	TRAX			2025-2023	COOPER HARDTOP			

May-June v2 (06-04-24 to 07-01-24)



## SmartLease - Consumer & Commercial

Effective Date: April 2, 2024

Consumer / Commercial SmartLease Standard Rates						
Prime and Non-Prime		S	A	B	C	D
12 to 35 Months	MY 2025 - 2023	11.24	11.74	13.74	16.89	20.19
36 to 47 Months	MY 2025 - 2023	9.94	10.44	12.44	15.59	18.89
48 to 59 Months	MY 2025 - 2023	10.19	10.69	12.69	15.84	19.14
60 Months	MY 2025 - 2023	9.44	9.94	11.94	15.09	18.39
Max All in Advance ≤ 60 Months		120%	120%	120%	115%	105%
Security Deposit Waived for S & A Tiers						

Dealer Participation - Prime & Non-Prime					
Min DFI	Net Cap Cost	\$1,250	\$1,000	\$750	\$500
		≥ \$250,000	\$200,000 - \$249,999	\$150,000 – \$199,999	\$75,000 - \$149,999
		\$450	\$350	\$250	\$150
		\$45,000 - \$74,999	\$35,000 - \$44,999	\$25,000 - \$34,999	> \$5,000 - \$24,999
Transaction		SmartLease			
Maximum DFI		2.00%			

Additional SmartLease Parameters	
Note: Standard lease rates exclude FCA. Refer to the OEM specific rate/residual sheets on RouteOne or Dealertrack to view rate specials on certain models below the published standard rates.	
New Models Only listed in on-line RVLG @ AllyDealer.com	
Add 0.75 p.p. to lease rate for federal tax-exempt status	

Aftermarket	
Refer to the <a href="#">Aftermarket Product Matrix</a> for approved products, parameters, and state eligibility.	

Contract Package Address	Federal Express (inc. Ground):	Ally Suite 2070 4054 Willow Lake Blvd Memphis, TN 38153	All Other Couriers:	Ally Suite 2070 4054 Willow Lake Blvd Memphis, TN 38118
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### Program Notes

- All Ally transactions must conform to published [Underwriting Policies & Provisions](#) (guidelines can be downloaded via DealerTrack or RouteOne)
- Valuation of conversion packages, dealer installed options and up fitted vehicle packages are subject to Ally approval – call your Underwriter for details
- Vehicles for Commercial Use should be submitted to Ally's Commercial Services Group
- Each applicant must demonstrate the ability and willingness to repay the transaction according to its terms
- Ally monitors its Dealers for compliance with various laws, including Fair Lending
- Dealers must never engage in unfair, deceptive or abusive acts and practices (UDAAP) during any aspect of the transaction
- Fair lending and UDAAP concerns could lead to termination of your Dealer Agreement with Ally

Ally reserves the right to change the program, including details such as advance parameters, at any time. Ally's decisions interpreting program guidelines and administering the program are final.



## 2025 – 2023 Models Effective 06-04-24 to 07-01-24

***Ally New Residuals – Click on Ally Residual Values Link - (060424 – 070124 Ally Residual Values.xlsx)***

June 4, 2024 to July 1, 2024



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