



SmartLease New Vehicle Quick Reference Guide

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: Dealer Invoice or Amount 310 or equivalent

DIOs: Allowable Dealer Installed Options 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 Upon Value of the Vehicle Calculation

12 - 36 months (115% x MSRP) + DIOs - Removed equipment
 37 - 60 months (110% x MSRP) + DIOs - Removed equipment

Maximum Negative Equity Calculation

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

12 - 36 months (115% x MSRP) + DIOs - Removed equipment
 37 - 60 months (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 Adjusted Capitalized Cost

Adjusted Capitalized Cost cannot be less than:
 Net Residual Value + \$500

Residual Calculation

MSRP from manufacturer's invoice
 + Residualizable DIOs
 - Removed Equipment
 = Residualizable MSRP
 x Residual Percentage from RVLG or Incentive Program

Residual Value

NOTE: Option Package Discounts are reflected on the manufacturer's invoice but are not eligible to be added back to the MSRP to calculate the residual value.

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.

Dealer Installed Options (DIOs)

DIOs listed in the Online RVLG on www.allydealer.com are the only DIOs available for residualization. DIO invoice(s) must be included in the lease contract package.

Administrative Fee for All Models	
All States -	\$695
SmartLease Select Administrative Fees for Select States	States of NY & TX: \$1,560 \$1,760 for the following models: Alfa Romeo, Audi, BMW, Dodge Challenger and Charger SRT-8/SRT Hellcat, Infiniti, Jeep Grand Cherokee SRT-8, Land Rover, Lexus, Mercedes Benz, and Mini

Disposition Fee	
State Limitation	Applicable States
1X Monthly Payment up to \$395*	WI
2X Monthly Payment up to \$395*	CO, IA, KS, ME, OK, WV, WY
3X Monthly Payment up to \$395*	IN, SC
\$395**	All Remaining States**

*Fee limit is calculated on the base monthly payment (prior to taxes). For a single payment lease, determine the base monthly payment by dividing the total of base payments by the term.

**Disposition Fee must be \$0.00 if any of the following conditions are true: New York Dealer, New York Contract, Lessee/Co-Lessee with a New York Address, New York Garage Address.

Lease Rates	
Incentivized Rates	Refer to OEM incentive program
Standard Rates	See applicable national/regional rate sheet
Regular monthly and single payment SmartLease	<ul style="list-style-type: none"> Minimum lease rate is 0.01 pp For federally tax-exempt leases, increase lease rate 0.75 pp
Single payment SmartLease	<ul style="list-style-type: none"> 12 - 35-month terms = reduce lease rate by 0.50 pp 36 - 60-month terms = reduce lease rate by 1.25 pp

Single Payment Lease
Ally does not permit capitalizing amounts other than the agreed upon value of the vehicle. Any other amounts payable in connection with the origination of single payment leases such as the Ally administrative fee, aftermarket products, tax, title, etc. should be disclosed in section 5 as being due at lease signing or delivery. Cash capitalized cost reductions are not eligible.

First Payment Waiver Option
Lessee option to waive first month payment in exchange for increased lease payments:
12 - 35 Month Terms = 1.50 pp
36 - 60 Month Terms = 0.70 pp

New Vehicle Mileage Parameters (Refer to the RVLG for all Eligible Models): Standard

FCA (including Alfa Romeo), Ford, Genesis, GM (Exc. Cadillac), Honda, Hyundai, Kia, Mazda, Mini, Mitsubishi, Nissan, Subaru & Toyota

Mileage Parameters	Annual Mileage	Upfront	Termination
Standard	15,000	\$0.15	\$0.20
Low	12,000	not available	\$0.20
Ultra Low	10,000	not available	\$0.20
Super Ultra Low	7,500/5,000	not available	\$0.20

Upfront extra mileage is not available on Low, Ultra Low, or Super Ultra Low leases.

Low, Ultra Low and Super Ultra Low mileage options are eligible for all models listed in the RVLG.

Residual Decrements – Starting Mileage¹: Standard
Starting mileage greater than 500 miles: Adjust the residual downward for all miles over zero by \$0.15 per mile.

New Vehicle Mileage Parameters (Refer to the RVLG for all Eligible Models): High Standard

Acura, Audi, BMW, Cadillac, Infiniti, Lexus, Lincoln, Mercedes Benz, Volkswagen & Volvo

Mileage Parameters	Annual Mileage	Upfront	Termination
Standard	15,000	\$0.20	\$0.25
Low	12,000	not available	\$0.25
Ultra-Low	10,000	not available	\$0.25
Super Ultra Low	7,500/5,000	not available	\$0.25

Upfront extra mileage is not available on Low, Ultra Low, or Super Ultra Low leases.

Low, Ultra Low and Super Ultra Low mileage options are eligible for all models listed in the RVLG.

Residual Decrements – Starting Mileage¹: High Standard	
Starting mileage greater than 500 miles:	Adjust the residual downward for all miles over zero by \$0.20 per mile.

New Vehicle Mileage Parameters (Refer to the RVLG for all Eligible Models): Mid-Luxury

Land Rover & Porsche

Mileage Parameters	Annual Mileage	Upfront	Termination
Standard	15,000	\$0.25	\$0.30
Low	12,000	not available	\$0.30
Ultra-Low	10,000	not available	\$0.30
Super Ultra Low	7,500/5,000	not available	\$0.30

Upfront extra mileage is not available on Low, Ultra Low, or Super Ultra Low leases.

Low, Ultra Low and Super Ultra Low mileage options are eligible for all models listed in the RVLG.

Residual Decrements – Starting Mileage¹: Mid-Luxury	
Starting mileage greater than 500 miles:	Adjust the residual downward for all miles over zero by \$0.25 per mile.

¹Starting Mileage: The option to reduce the base mileage allowance is only applicable to prior dealer demonstrators, prior dealer service/rental program (courtesy transportation program), prior driver education vehicles, previous special event vehicles, and prior company owned vehicles; beginning mileage cannot exceed 7,500 miles. Beginning mileage on Nevada transactions cannot exceed 2,500 miles. Refer to the RVLG for details and for possible residual decrements on manual transmission vehicles and/or conversion vehicles.

Mileage Residual Increments

Standard and Available Incentivized Leases		
	Low	Ultra-Low
60 Months	+ 3 pts	+ 5 pts
48 – 59 Mos	+ 3 pts	+ 4 pts
36 – 47 Mos	+ 2 pts	+ 3 pts
24 – 35 Mos	+ 1 pts	+ 2 pts
12 - 23 Mos	N/A	+ 1 pts

Super Ultra Low No Tier Restrictions		
	Mileage (5,000/yr)	Mileage (7,500/yr)
60 Months	+ 8 pts	+ 6 pts
48 – 59 Mos	+ 7 pts	+ 5 pts
36 – 47 Mos	+ 6 pts	+ 4 pts
24 – 35 Mos	+ 5 pts	+ 3 pts
12 - 23 Mos	N/A	N/A

Excludes light duty commercial use vehicles.

Low, Ultra Low and Super Ultra Low mileage options are eligible for all models listed in the RVLG.

Security Deposit	
Monthly payment amount rounded up to the next \$25.00	
4 Ways to Waive the Security Deposit:	
<ol style="list-style-type: none"> 1. S – A Tier Waived for Standard Rate and Residual Leases 2. Security Deposit Waiver programs – Reference applicable Incentive/Special Program for eligibility 3. Lease rate increase of 0.50 pp or 4. Customer purchase of SmartLease Protect / Select (select OEMs) 	

Dealer Finance Income (DFI) Opportunities		
FCA	<u>Incentivized</u> Max 1.00 pp 100% Upfront Rebateable (no minimum)	<u>Standard</u> Max 2.0 pp 100% Upfront Rebateable -OR- Minimum Participation Non-Rebateable
All Others	Max 2.0 pp 100% Upfront Rebateable -OR- Minimum Participation Non- Rebateable	

Purchase Option at End of Lease Calculation	
Residual Value (line 44 of worksheet)	
+ \$0.00 (from line 45 of worksheet)	
= Total (line 46 of worksheet and line 9 of lease agreement)	
Purchase Option Increment is \$0 and it cannot be increased for dealer profit.	

Valuable Tools Available Via allydealer.com	
- NetQuote, Online RVLG, SmartLease Dealer Manual for additional information	