



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.

Negative Depreciation
Net Cap Cost cannot be less than:
Net Residual Value + Cap Admin Fee + Cap Fees & Taxes + Cap Life & Disability Ins + Cap Mechanical Warranty and/or Service Agreement + Cap Other Items + \$1.00

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, Jaguar, 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.	

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



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

Mileage Parameters	Annual Mileage	Standard*		High Standard**		Mid-Luxury***		
		Upfront	Termination	Upfront	Termination	Upfront	Termination	
Standard	15,000	\$0.15	\$0.20	\$0.20	\$0.25	\$0.25	\$0.30	
Low	12,000	not available		not available		not available		not available
Ultra Low	10,000							
*Standard: FCA (including Alfa Romeo), Ford, Genesis, GM (Exc. Cadillac), Honda, Hyundai, Kia, Mazda, Mini, Mitsubishi, Nissan, Subaru & Toyota								
**High Standard: Acura, Audi, BMW, Cadillac, Infiniti, Lexus, Lincoln, Mercedes Benz, Volkswagen & Volvo								
***Mid-Luxury: Jaguar, Land Rover & Porsche								
Super Ultra Low*	7,500/ 5,000	not available	\$0.20	not available	\$0.25	not available	not available	
*Select vehicles: Standard: Corvette, Camaro ZL1 Coupe & Conv, Charger Hellcat, Challenger Hellcat, Alfa Romeo 4C, Giulia Quadrifoglio, Stelvio Quadrifoglio, Grand Cherokee Trackhawk, Wrangler (except PHEV), Pacifica (except Hybrid) High Standard: CTS-V & V Sport (all trims), Cadillac ATS-V Coupe & Sedan (all trims) Upfront extra mileage is not available on Low, Ultra Low, or Super Ultra Low leases								

Residual Decrements - Starting Mileage

	Standard*	High Standard**	Mid-Luxury***
Starting mileage greater than 500 miles:	Adjust the residual downward for all miles over zero by \$0.15 per mile.	Adjust the residual downward for all miles over zero by \$0.20 per mile.	Adjust the residual downward for all miles over zero by \$0.25 per mile.
*Standard: FCA, (including Alfa Romeo), Ford, Genesis, GM (Exc. Cadillac), Honda, Hyundai, Kia, Mazda, Mini, Mitsubishi, Nissan, Subaru & Toyota			
**High Standard: Acura, Audi, BMW, Cadillac, Infiniti, Lexus, Lincoln, Mercedes Benz, Volkswagen & Volvo			
***Mid-Luxury: Jaguar, Land Rover & Porsche			
The option to reduce the base mileage allowance is only applicable to prior dealer demonstrators, prior driver education vehicles, previous special event vehicles, and prior company-owned vehicles; beginning mileage cannot exceed 7,500 miles (Excludes PHEV, Hybrid, Electric vehicles). 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	Super Ultra Low* No Tier Restrictions			
	Low	Ultra Low		
			Mileage (5,000/yr)	Mileage (7,500/yr)
60 Months	+ 3 pts	+ 5 pts	+ 10 pts	+ 7 pts
48 – 59 Mos	+ 3 pts	+ 4 pts	+ 9 pts	+ 6 pts
36 – 47 Mos	+ 2 pts	+ 3 pts	+ 8 pts	+ 5 pts
24 – 35 Mos	+ 1 pts	+ 2 pts	+ 7 pts	+ 4 pts
12 - 23 Mos	N/A	+1 pt	N/A	N/A
Excludes light duty commercial use vehicles. *Limited to: GM: Corvette, Camaro ZL1 Coupe & Conv, Cadillac CTS-V & V Sport (all trims), ATS-V Coupe & Sedan (all trims) FCA: Alfa Romeo 4C, Giulia Quadrifoglio & Stelvio Quadrifoglio; Charger Hellcat, Challenger Hellcat, Grand Cherokee Trackhawk, Wrangler (except PHEV), Pacifica (except Hybrid)				

Security Deposit

Monthly payment amount rounded up to the next \$25.00
4 Ways to Waive the Security Deposit:
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

	Incentivized	Standard
FCA	Max 1.00 pp 100% Upfront Rebateable (no minimum)	Max 2.0 pp 100% Upfront Rebateable -OR- Minimum Participation Non-Rebateable
Mitsubishi	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
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