



Ally Balloon AdvantageSM

Dealer Administration Guide

January 4, 2017

Ally Balloon Advantage

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Ally Balloon Advantage

Overview

▶ **What is Ally Balloon Advantage (ABA)?**

Ally Balloon Advantage is a financing alternative for both new and used vehicles. This flexible product allows your customers to own their vehicle while providing reduced regular payments in exchange for a larger balloon payment at the end of the contract.

▶ **How Ally Balloon Advantage Works?**

Customers have the opportunity to choose standard balloon terms of 48 and 60 months for new and used vehicle (up to 4 model years old) transactions. Both new and used retail installment sale contracts have reduced regular payments in exchange for a larger balloon payment at the end of the term.

▶ **Plan Features**

- Annual Percentage Rate (APR) and the payment schedule are fixed over the entire term of the contract.
- Available in select states:
 - All states except Maryland (MD), Nevada (NV), New Hampshire (NH), North Carolina (NC) and Pennsylvania (PA)
- Eligible new models include all new vehicles in the RVLG (except Aston Martin & McLaren). Eligible new vehicles will be available in the Ally Balloon Advantage web-based calculator.
- Eligible used models include all makes and models (except Saab and Suzuki) up to four years old with maximum initial mileage limited to 60,000 miles.

▶ **Customer Benefits**

- Reduced regular payments in exchange for a larger balloon payment at the end
- Available for both New and Used vehicle purchases with flexible financing terms:
 - New Vehicles: 48 and 60 months (exact terms)
 - Used Vehicles: 48 and 60 months (exact terms)
- Unlike leasing, there are no driving mileage restrictions, since the customer owns the vehicle

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Program Guidelines

| | |
|---|---|
| Eligible States | <p>All states except Maryland (MD), Nevada (NV), New Hampshire (NH), North Carolina (NC), and Pennsylvania (PA)</p> <p>Note: The states of AL, CO, HI, IA, ID, IN, KS, KY, ME, MI, OH, OK, SC, TX, UT, VA, WA, & WY are considered "right-to-refinance" states. Customers who purchase from dealers in these states are allowed to refinance the balloon at maturity at the same rate and payment as the original balloon. Right to refinance statutory requirements apply to commercial/business use vehicles only in the states of MI & VA.</p> |
| Eligible Dealers | <p>New: All Dealers in Eligible States</p> <p>Used: All dealers that finance used vehicles with Ally</p> |
| Eligible Vehicles | <p>New vehicles with less than 7,500 miles. Eligible new vehicles will be available in the Ally Balloon Advantage web-based calculator.</p> <p>Current series used and used vehicles up to 4 model years old with less than 60,000 beginning miles regardless of term or model year. Saab and Suzuki vehicles are not eligible.</p> |
| Eligible Customers | <p>Individual customers and Businesses.</p> <p>All customers must meet the Ally's Standard Underwriting Guidelines.</p> |
| Eligible Transactions | <p>Prime Retail only, Tiers S through B with FICO[®] scores > 660 and D&B scores ≥ 460; Non-Commercial and Commercial Use; Commercial Upfits at the discretion of Ally.</p> |
| Term | <p>Standard terms of 48 and 60 months (exact terms) for New and Used Balloon. Please see the Ally Balloon Advantage calculator for examples.</p> |
| Eligibility for Ally Dealer Rewards | <p>Eligible Ally Balloon Advantage standard rate contracts will qualify for the cash reward</p> |
| Right-To-Refinance States | <p>In right-to-refinance states, the amortization term is limited to a maximum of 84 months including possible refinancing at the same rate and payment. The calculator will help dealers to determine the amortization term in those states. If the amortization is beyond 84 months, the deal can be restructured, including lowering the balloon amount, to meet this parameter.</p> |
| Maximum Amount Financed | <p>Ally Balloon Advantage advance limits are listed by tier on the Ally Balloon Advantage Rate Sheet. Advance is based on dealer cost as it appears on the original manufacturer's invoice for new and used.</p> <p>Maximum for all Aftermarket Products can be found on the Ally Balloon Advantage Rate Sheet.</p> |
| Minimum Amount Financed/Selling Price | <p>The minimum all in amount financed is \$10,000.</p> <p>State of New Jersey only: Due to New Jersey state requirements, balloon transactions on new and used vehicles with a cash selling price (defined as Line 1) of \$10,000 or less are not eligible.</p> |
| Maximum Amortization, Including Any Potential Refinancing Required by Law* | <p>84 months or less</p> <p>*Only applicable for: AL, CO, HI, IA, ID, IN, KS, KY, ME, MI, OH, OK, SC, TX, UT, VA, WA, & WY. See ABA calculator to validate.</p> |

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Program Guidelines (con't)

| | |
|--|---|
| Minimum Balloon Amount | The minimum balloon amount is two times the monthly customer payment amount. OEM subvented programs may require different parameter. Please see any applicable OEM guidelines for additional requirements. |
| Rates and Dealer Finance Income | Refer to applicable Ally Balloon Advantage standard rate sheet located on DealerTrack under Rates and Programs and RouteOne under Rate and Forms. |
| Maximum Balloon Amount | New: Determined by the MSRP, Year, Make, Model, Trim, and Term which is located on the Ally Balloon Advantage Calculator. Used: Predetermined by the term selected: 48 months: 35% of AWV 60 months: 25% of AWV |
| Vehicle Valuation | New: Original Manufacturer Invoice Amount Used: Dealers should use NADA or Kelley Blue Book Weekly Wholesale Good (for dealers in the state of AZ, CA, & OR). <ul style="list-style-type: none"> • Plus or minus adds and mileage • Increase used valuation \$1,000 for certified vehicles through an approved manufacturer's certification program • Auction Purchase Price - Auction price can be used if purchased within past 90 days (bill of sale must be provided in the contract package) <p>Dealers must submit Used Vehicle Book-out Sheet with every contract.</p> <p>Please ensure correct vehicle value is submitted to avoid contract processing delays. Ally's Average Wholesale value calculation supersedes dealer provided values.</p> <p>For any questions, please contact your underwriter prior to submission.</p> |
| Refinance Fee | None |
| Product Compatibility | Balloon product is compatible with all prime retail programs except Payment Deferral, Custom Payment Plan, and Spike Payment programs. |
| Dealer Liability | Ally Balloon Advantage transactions are non-recourse to the dealer. |
| Aftermarket Products | Aftermarket products approved for financing in connection with regular retail also are approved for financing in connection with the Balloon product unless the terms of the particular aftermarket product indicate that it is incompatible with a balloon product (e.g., the aftermarket product's terms limit it to being financed in a contract with substantially equal payments). Aftermarket product contracts that contain language stating that the finance contract are only compatible with equal monthly payments do not qualify for the balloon contract. Dealers should ensure that terms of all aftermarket products to be purchased are compatible with the terms of the balloon contract. |
| Documentation | Retail installment contract – Ally will accept all approved Retail Installment Contracts listed on Ally's Approved Contract List. <ol style="list-style-type: none"> 1. Ally Contract Rate Verification Form – including New or Used, Term, Balloon Amount and Balloon Factor. 2. Balloon Payment Notice – embedded in the ABA Calculator (Form RBP-1027/2013): Required in the following right-to-refinance states: AL, CO, HI, IA, ID, IN, KS, KY, ME, MI, OH, OK, SC, TX, UT, VA, WA, & WY. - Ally will continue to accept the 11/12012 version of this form in the non-right-to-refinance states. 3. Used Vehicle Book-out Sheet – Required for all used vehicles 4. For Business Use transactions, please include the following (if applicable): Corporate Resolution, Upfit Invoice(s), 3rd Party Guaranty, and any other standard commercial documentation |

Ally Balloon Advantage

Program Guidelines (con't)

| | |
|------------------------------------|---|
| State Specific Requirements | <p>CA - Single document rule does not apply to the Balloon Payment Notice because the notice is not part of the contract. The Balloon Payment Notice reinforces for the customer certain facts regarding the Balloon product that are made clear in the contract before they enter into the transaction. *Note: California's single document rule will still apply if the customer has additional aftermarket products such as GAP</p> <p>ND & WI - GMAC contracts are not eligible for Balloon transactions in the states of ND & WI.</p> <p>NJ - Bankers Systems contracts are not eligible for Balloon transactions in the state of NJ.</p> <p>ND & WV - Contracts approved for balloon transactions in ND and WV have an additional disclosure related to larger installments that should be completed as follows: AN INSTALLMENT OF [\$XXX.XX {Amount of Balloon Payment}] WILL BE DUE ON [MM/DD/YYYY {Date Balloon Payment is Due}]. LARGER INSTALLMENTS WILL BE DUE AS FOLLOWS: [N/A].</p> |
|------------------------------------|---|

NOTE: All other Retail Program parameters apply

Entering the Application in RouteOne

- 1) When starting a new Ally Credit Application, select (1) **Retail** as the Transaction Type (do not select Transaction Type "Balloon").
- 2) Select the dropdown Special Program Code of (2) **Balloon**.
- 3) In the Sale Vehicle section and for Commercial Use transactions, select (3) Business; for Non-Commercial, select Personal.

Individual App RouteOne App #: 01-1-24039952

* Transaction Type: Retail Lease Other Payment Call TRAC / Open-End

Send App to: Ally Balloon Other TRAC / Open-End

Lock To Book/Purchase %

Select your Finance Sources now to see which fields are required (in yellow).

Sale Vehicle

Select Asset Type: Auto

Intended Use: Business

New/Used: Select One

Stock Number: Business

VIN: Agricultural

Year: Hazardous

Make: Interstate

Model: Intermediate

Style: Select One

Other:

Inception Miles:

- 4) Complete the Credit Application as usual.

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- 5) Enter the MSRP amount from the factory invoice and then continue to enter the correct numbers in the rest of the Worksheet.
- 6) Complete the remaining fields and then click “Submit” to send the Application to Ally.
- 7) Miscellaneous Reminders:
 - a) Preferred Option Groups cannot be added back to MSRP
 - b) Any changes to the Amount Financed will require the ABA payment be recalculated
 - c) Consult your Ally Underwriter with any questions

Entering the Application in DealerTrack

- 1) When starting a new Ally Credit Application, key items must be completed prior to submitting the application:

1. **Vehicle Type:** Auto
2. **Vehicle Condition:** New or Used
3. **Product Type:** Retail (*do not select Product Type “Balloon”*)
4. **Trade In:** Yes or No

Select Your Application Preferences

Select a Vehicle Type:
 Auto Commercial Vehicle Motorcycle

Select a Vehicle Condition:
 New
 Used
 Demo

Select a Product Type:
 Retail
 Lease
 Balloon

Do You Have a Trade-In?
 Yes
 No

Applicant Zip Code:
[] (Enter to Pre-fill City and State)

Select Application Type:

If the applicant is married and lives in a community property state (Arizona, California, Idaho, Louisiana, Nevada, New Mexico, Texas, Washington, Wisconsin), you should also provide the personal credit information on the applicant's spouse in the co-applicant section. The applicant's spouse is not required to be a co-applicant for the credit requested unless he/she wishes to be a co-applicant.

- 2) Complete the Credit Application as usual.
- 3) Enter the MSRP amount from the factory invoice and then continue to enter the correct numbers in the rest of the Worksheet.
- 4) Select the ‘Lender’ - Ally
- 5) Select the Special Program Code of (5) **Balloon**

Six Lenders Maximum (Online Plus Faxback Plus Fax Lenders)

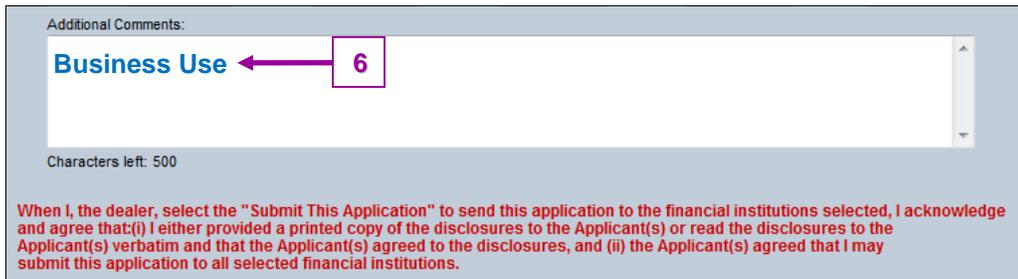
| Online | Lender | Credit Type | Program |
|-------------------------------------|--------|-------------|---------|
| <input checked="" type="checkbox"/> | Ally | - | [] |

Exclude this application from any pass through program
 Submit this application automatically to each lender with program parameters on the system.

DT Test Dealership (146387) Last Login: 10/3/12 11:30 AM
© 2001-2012 DealerTrack, Inc. All rights reserved. **Announce**

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6) In Additional Comments, for Commercial Use transactions, add (6) Business Use.



Additional Comments:

Business Use ← **6**

Characters left: 500

When I, the dealer, select the "Submit This Application" to send this application to the financial institutions selected, I acknowledge and agree that:(i) I either provided a printed copy of the disclosures to the Applicant(s) or read the disclosures to the Applicant(s) verbatim and that the Applicant(s) agreed to the disclosures, and (ii) the Applicant(s) agreed that I may submit this application to all selected financial institutions.

7) Complete the remaining fields and then click "Submit" to send the Application to Ally.

8) Miscellaneous Reminders:

- a) Preferred Option Groups cannot be added back to MSRP
- b) Any changes to the Amount Financed will require the ABA payment be recalculated
- c) Consult your Ally Underwriter with any questions

Ally Balloon Advantage

Ally Balloon Advantage Calculator

The Ally Balloon Advantage Calculator provides you with a resource to produce single or multiple options simultaneously for you. Click the following link to access the calculator: [Ally Balloon Advantage Calculator](http://balloon.ally.com) or <http://balloon.ally.com>. A printable report is available in the Dealer and CPC Calculators that include Balloon Factors for all eligible vehicles.

Simply enter the required data into the Ally Balloon Advantage Calculator to determine the monthly and final balloon payments.

New Vehicles:

- | | |
|--------------------------|---|
| Contract Date | - Will automatically populate with the current date |
| Vehicle Use | - Select Non-Commercial or Commercial |
| MSRP | - MSRP from original manufacturer invoice without any additions / deductions for dealer installed options |
| Year/Make/Model/Trim | - Select the Model Year, Make, Model, and Trim of the vehicle |
| First Payment Date | - Select 30 days or 45 Days (defaults to 30 Days) to first payment due |
| Term/APR/Amount Financed | - Select the Term (defaults to 48 Months), APR, and enter the Amount Financed |

The screenshot shows the Ally Balloon Advantage calculator interface. At the top, there is the Ally logo and the text "Balloon Advantage". Below this, there are links for "Balloon Payment Notice", "Ally Balloon Advantage Quick Links", and "Ally Balloon Factors Sheet". The main form is divided into "New Vehicles" and "Used Vehicles" tabs. The "New Vehicles" tab is active. The form includes the following fields and values:

- Contract State: MI (dropdown)
- Contract Date: 10/7/2014
- Vehicle Use: Please Select (dropdown menu is open showing "Non-Commercial" and "Commercial")
- MSRP: Please Select (dropdown)
- Model Year: (dropdown)
- Make: CADILLAC
- Model: ATS SEDAN
- Trim: 4dr Sdn 2.0L Luxury AWD
- First Payment Date: 30 days to first pay (dropdown)
- Term: 48 Months (dropdown)
- APR: 3.64%
- Amount Financed: \$37,335.00

Callout boxes point to specific features:

- "Select Contract State" points to the Contract State dropdown.
- "Vehicle Use – Select Non-Com or Commercial" points to the Vehicle Use dropdown menu.
- "Balloon Payment Notice, Quick Links, and Balloon Factors" points to the top right links.
- "First payment Date (Select 30 or 45 Days)" points to the First Payment Date dropdown.

At the bottom, there is a "Tool Tip" section with the text: "The desired balloon end payment must be greater than or equal to 2 monthly payments. For Chrysler group please see program guidelines for additional requirements." Below this is a date note: "As of 10/7/2014, the factors displayed are effective until 11/15/2014".

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NOTE: When you hover over the individual fields, a “**Tool Tip**” will appear at the bottom of the screen describing what should be entered into the field.

Amount Financed example:

Tool Tip:
Enter the amount financed

Click **Calculate** and lower half of the screen will populate with the entered Term and Balloon Contract APR, Number of Upfront Payments, Upfront Payment Amount, Amount of Balloon (End) Payment, Max Balloon Factor, and Desired Balloon Factor/Amount.

| New Vehicle Balloon Calculations | |
|----------------------------------|---|
| Term | 48 |
| Balloon Contract APR | 3.64% |
| Number of Regular Payments | 47 |
| Regular Payment Amount | \$574.46 |
| Amount of Balloon (End) Payment | \$14,117.25 |
| Max Balloon Factor | 35% |
| Desired Balloon Amount | <input type="text" value="\$14,117.25"/>  |
| Desired Balloon Factor | <input type="text" value="35%"/>  |

Editable Desired Balloon Factor/Amount text boxes

Note: The Desired Balloon Factor/Amount text box is **editable** to ensure minimum balloon payment requirements have been met.

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In right-to-refinance states, the amortization term is limited to a maximum of 84 months including possible refinancing at the same rate and payment. The calculator will help dealers to determine the amortization term in those states. If the amortization is beyond 84 months, the deal can be restructured, including lowering the balloon amount, to meet this parameter.

ally Balloon Advantage

Indicates Required Fields

[Balloon Payment Notice](#)
[Ally Balloon Advantage Quick Links](#)
[Ally Balloon Factors Sheet](#)

New Vehicles | Used Vehicles

Contract State: SC
 Contract Date: 10/7/2014
 Vehicle Use: Non-Commercial
 MSRP: \$59,995.00
 Model Year: 2015
 Make: CHEVROLET
 Model: CORVETTE STINGRAY
 Trim: 2dr Cpe 1LT

First Payment Date: 30 days to first pay
 Term: 48 Months
 APR: 3.79%
 Amount Financed: \$54,000.00
 (includes taxes, fees, products, rebates & down payment)

Calculate | Reset Form

Message from webpage

The full amortization of the amount financed, including any potential refinancing of the balloon required by law, must be 84 months or less. These contract parameters have been calculated to be 87 months. Please adjust the contract structure, which could include lowering the balloon amount, to meet this requirement.

OK

Tool Tip:
 The desired balloon end payment must be greater than or equal to 1 monthly payment.
 For Chrysler group please see program guidelines for additional requirements.

The full amortization of the amount financed, including any potential refinancing of the balloon required by law, must be 84 months or less. These contract parameters have been calculated to be 87 months. Please adjust the contract structure, which could include lowering the balloon amount, to meet this requirement.

Used Vehicles:

- First Payment Date - Select 30 days or 45 Days (defaults to 30 Days) to first payment due
- Term - Select the Term (will automatically populate with 48 Months)
- APR/Amount Financed/AWV - Enter the APR, Amount Financed, and Avg. Wholesale Value

ally Balloon Advantage

Indicates Required Fields

[Balloon Payment Notice](#)
[Ally Balloon Advantage Quick Links](#)
[Ally Balloon Factors Sheet](#)

New Vehicles | Used Vehicles

Contract State: TN
 First Payment Date: 45 days to first pay
 Term: 60 Months
 APR: 5.29%
 Amount Financed: \$27,300.00
 (includes taxes, fees, products, rebates & down payment)
 Avg. Wholesale Value: \$23,000.00
 Balloon Factor: 25%

Calculate | Reset Form

Tool Tip:
 The desired balloon end payment must be greater than or equal to 2 monthly payments.

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Click **Calculate** and lower half of the screen will populate with the entered Term and Balloon Contract APR, Number of Upfront Payments, Amount of Balloon (End) Payment, Max Balloon Factor, and Desired Balloon Factor/Amount.

| Used Vehicle Balloon Calculations | |
|-----------------------------------|---|
| Term | 60 |
| Balloon Contract APR | 5.29% |
| Number of Regular Payments | 59 |
| Regular Payment Amount | \$442.47 |
| Amount of Balloon (End) Payment | \$5,750.00 |
| Max Balloon Factor | 25% |
| Desired Balloon Amount | <input type="text" value="\$5,750.00"/>  |
| Desired Balloon Factor | <input type="text" value="25%"/>  |
| Application Comment Information | |

← Editable Desired Balloon Factor/Amount text boxes

Ally Balloon Advantage

DealerTrack Credit Decision Notifications - Used Transactions

The credit decision to the dealers for **Used** transactions and the maximum balloon amount for Approve/Condition/Decline decisions will be sent to those dealers applying via DealerTrack.

Please see the following screen shots of the balloon amount that will be delivered on Approved, Conditioned, and Declined applications:

Approved:

Ally Application Status 

| Applicant Information | |
|-----------------------|---------------------------|
| Application Number: | 1060003222 |
| Applicant Name: | |
| Expiration Date: | |
| Monthly Income: | |
| Acquisition Fee: | |
| Status: | Approved (As Submitted) ✓ |
| eContract Status: | Available |
| Program: | |
| Decision Date/Time: | 09/17/2012 03:12:08 PM |

| Vehicle Information | |
|---------------------|-------------------------|
| Year: | 2012 |
| New / Used: | Used |
| Make: | MAZDA |
| Model: | CX-7 AWD |
| Trim: | 4DR WGN S GRAND TOURING |
| Mileage: | 12 |
| AWV / Inv.: | \$36,000.00 |

| Financing Information | |
|-----------------------|-------------|
| Approved Product: | Retail |
| Term: | 48 |
| Cash Selling Price: | \$35,000.00 |
| Cash Down Payment: | |
| Manufacturer Rebate: | |
| Trade: | |
| Monthly Payment: | |
| Other: | |
| Amount Financed: | \$35,000.00 |
| *Vehicle Advance: | |
| Tier Level: | B |
| Buy Rate: | 7.69% |
| Balloon Amount: | \$12,600.00 |

Ally Balloon Advantage

Conditioned:

Ally Application Status 

| Applicant Information | |
|-----------------------|--|
| Applicant Name: | |
| Application Number: | 1060003224 |
| Acquisition Fee: | |
| Status: | Counteroffer  |
| eContract Status: | Available |
| Decision Date/Time: | 09/17/2012 03:23:41 PM |

| Vehicle Information | |
|---------------------|---------------|
| Year: | 2010 |
| New / Used: | Used |
| Make: | MAZDA |
| Model: | CX-9 |
| Trim: | AWD 4DR SPORT |
| AWV / Inv: | \$36,000.00 |

| Financing Information | |
|-----------------------|-------------|
| Approved Product: | Retail |
| Term: | 48 |
| Amount Financed: | \$34,000.00 |
| Tier Level: | B |
| Buy Rate: | 7.90% |
| Balloon Amount: | \$12,600.00 |

Declined:

Ally Application Status 

| Applicant Information | |
|-----------------------|---|
| Applicant Name: | Test, Test |
| Application Number: | 1060003209 |
| Acquisition Fee: | |
| Status: | Decline  |
| eContract Status: | Available |
| Decision Date/Time: | 09/17/2012 11:24:08 AM |

| Vehicle Information | |
|---------------------|-----------------|
| Year: | 2009 |
| New / Used: | Used |
| Make: | CHEVROLET |
| Model: | COBALT-L4 |
| Trim: | COUPE 2D MANUAL |
| AWV / Inv: | \$15,000.00 |

| Financing Information | |
|-----------------------|-------------|
| Requested Product: | Retail |
| Term: | 48 |
| Amount Requested: | \$15,000.00 |
| Cash Selling Price: | \$15,000.00 |
| Tier Level: | B |
| Balloon Amount: | \$5,250.00 |

Ally Balloon Advantage

RouteOne Credit Decision Notifications - Used Transactions

The credit decision to the dealers for **Used** transactions and the maximum balloon amount for Approve/Condition decisions will be sent to those dealers applying via RouteOne.

Please see the following screen shot of the term, balloon amount and balloon factor that will be delivered on the Ally Contract Rate Verification Form for Approved/Conditioned applications:

ally **Ally Contract Rate Verification Form** (Complete and include with each Ally contract package) **NOTE: Do not include any customer checks with the contract package.**

Customer Name william duckworth Ally Application Number 1070003012

Buy Rate 4.35 % Expected Reserve \$ _____ Dealer Buy Down Rate _____ Residual Value / ABC Factor _____ %
(Excludes ADR)

Tier (circle one): S A B C D E Standard Rate Incentivized Rate (check one)
Manufacturer Program Name or Number _____

Security Deposit Waiver (check one)
 Lease Rate increased by 0.50 pp
 SmartLease Protect/Select
 Incentivized Program Waiver

First Payment Waiver Option (check one)
 Yes No
If yes, lessee option to waive first month payment via increased lease rate by:
 12 - 35 Month Terms = 1.50 pp
 36 - 60 Month Terms = 0.70 pp
OR
 Incentivized Program Waiver

***Ally Balloon AdvantageSM** (check one)
 New Used
Term: 48 months 60 months
Balloon Amount \$ 6044
Balloon Factor 0.25
(Balloon Factor can be found on the Calculator.)

Administration Fee Reduction/Waiver
(check one and indicate amount, if applicable)
 Yes \$ _____ No

GM/Chrysler Credit Card used for \$1500 down payment/cap cost reduction maximum (check one)
 GM branded Credit Card used Chrysler Group branded Credit Card used

Contract package is replacement for previously funded contract (Flat Cancellation) - Prior approval is required Yes No

Note: If the application is approved, a used balloon contract may be submitted with the balloon amount between the maximum balloon amount shown on the credit decision and a minimum of two times the regular monthly payments.

Ally Balloon Advantage

Frequently Asked Questions

1. Why would a customer want to choose Ally Balloon Advantage?

It comes down to the customers' choice and personal preference. Ally has a variety of retail financing and leasing options available to consumers. Ally Balloon Advantage is another financing option available to customers who prefer to own their vehicle but have reduced regular payments in exchange for a larger balloon payment at the end of their financing term, versus equal monthly payments throughout the duration of their financing term.

2. Does Ally Balloon Advantage pay Dealer Finance Income (reserve)?

Yes, Dealer Finance Income (reserve) will be based on the Ally Balloon Advantage standard rates and earned as stated on the rate sheet.

3. Does Ally Balloon Advantage lower the customer's payment?

The product reduces some payments, but not all. Specifically, it provides reduced regular payments in exchange for a larger balloon payment at the end. Customers should keep both payment amounts in mind.

4. What are the completion requirements of the Balloon Payment Notice Form?

- Buyer Name & Co-Buyer Name (if applicable)
- Balloon amount
- Buyer Signature & Co-Buyer Signature (if applicable)
- Signature Dates

5. What is the maximum term?

Ally Balloon Advantage offers exact terms of 48 and 60 months.

6. What is the Balloon Factor?

The Balloon Factor is the percentage used with the MSRP or AWV and chosen term to determine / calculate the final balloon payment amount.

7. Is there a recommended browser to run the ABA calculator?

The calculator runs in modern browsers that have JavaScript enabled.

8. Who do I contact if I have questions?

You can contact any of the follow Ally team members for assistance:

- Underwriter
- Account Executive
- Dealer Service Center (888) 919-2559 (ALLY)

Ally Balloon Advantage

ABA Calculator Tool Tips

Listed below are the Tool Tips from the ABA Calculator:

NEW:

| Field | Tip |
|--------------------------|--|
| Contract State | Select State |
| Contract Date | Defaults to current date. Enter date of contract. |
| Vehicle Use | Select Vehicle Use <i>(Non-Commercial or Commercial)</i> |
| MSRP | Enter the Invoice MSRP without adjustments for Dealer Installed Options |
| Model Year | Select Model Year of Vehicle |
| Make | Select Vehicle Make |
| Model | Select Vehicle Model |
| Trim | Select Vehicle Trim Level |
| First Payment Date | Select the desired number of days until the first payment (30 or 45). This will affect the calculated payment. |
| Term | Select Term <i>(48 or 60 months - Defaults to 48 months)</i> |
| APR | Enter the APR |
| Amount Financed | Enter total amount financed |
| Field (Post-Calculation) | Tip |
| Regular Payment Amount | Payment is based on 30-days to first payment |

USED:

| Field | Tip |
|--------------------------|--|
| Contract State | Select State |
| First Payment Date | Select the desired number of days until the first payment (30 or 45). This will affect the calculated payment. |
| Term | Select Term <i>(48 or 60 months - Defaults to 48 months)</i> |
| APR | Enter the APR |
| Amount Financed | Enter total amount financed |
| Avg. Wholesale Value | AWV is based on Ally's book value. Please contact your underwriter for the exact amount |
| Balloon Factor | Determined by the term selected |
| Field (Post-Calculation) | Tip |
| Regular Payment Amount | Payment is based on 30-days to first payment |