

### Front-End Loan to Value Guidelines

Used Collateral Classification	Standard			Gold	Platinum	Titanium
	0 FICO / No Score	300-549	550-599	600-699	700 - 749	750+
Honda, Toyota + All Full-Size Pickups	120%	85%	115%	125%	125%	125%
Jeep, Acura, Scion	115%	85%	110%	120%	125%	130%
Ford, Chevrolet, GMC, Nissan, Subaru	115%	85%	110%	120%	125%	130%
Hyundai, Kia, Mazda	110%	85%	105%	115%	120%	125%
Chrysler, Dodge, Lexus, Infiniti, VW, Buick	105%	85%	100%	110%	115%	120%
BMW, Mini	100%	85%	95%	105%	110%	115%
Mercedes, Cadillac	95%	80%	90%	100%	110%	110%
Audi, LandRover, Jaguar, Porsche, FIAT, Lincoln	95%	80%	90%	100%	105%	105%
<b>All-In Maximum LTV (Front-End + Back-End)</b>	<b>140%</b>	<b>125%</b>	<b>140%</b>	<b>150%</b>	<b>150%</b>	<b>150%</b>
<b>Max. Front-End Amount Financed:</b>	<b>\$20,000</b>	<b>\$15,000</b>	<b>\$20,000</b>	<b>\$30,000</b>	<b>\$50,000</b>	<b>\$50,000</b>
<b>Maximum PTI</b>	<b>15%</b>	<b>15%</b>	<b>15%</b>	<b>16%</b>	<b>17%</b>	<b>20%</b>

Max PTI may be lowered based on POI & income verification. When bank statements are only form of POI, then income is generally capped at \$3k/month

Limits include taxes/fees, but do not include back-end products. Financed Amounts greater than those indicated above or over \$32,500k must be reviewed by Westlake Underwriting prior to final decision. Initial call back on >\$32,500k will indicate "Pre-Check." For New Vehicles, utilize 80% of Dealer Invoice x Front End Advance Limits listed above as a baseline - advances will vary based on FICO and type of collateral.

Back-End Guidelines			
Vehicle Price	Max Warranty	Max GAP	Max Back End Total
All Vehicles Priced: \$0 - \$9,999	\$2,000	\$900	\$2,900
All Vehicles Priced: \$10,000 - \$14,999	\$2,750	\$900	\$3,650
All Vehicles Priced: \$15,000 - \$19,999	\$3,250	\$900	\$4,000
All Vehicles Priced: \$20,000 - \$24,999	\$3,500	\$900	\$4,000
All Vehicles Priced: \$25,000+	\$4,000	\$900	\$4,000

After market products: Maintenance Products, Theft Deterrent / Etch, GPS Devices, Paint/Fabric & Leather Protection costs are considered Front-End and should be added to the Selling Price. **Changes made after the initial approval (adding Back-End, finalizing taxes, etc.) must be done using the Rehash Tool & must be saved using the "Accept" feature - or they won't be honored. Final Deal Structure from Rehash Tool must accompany the deal for funding.**

Other Program Details	
Min. Down Payment as a % of Price = 10%	May be higher/lower based on credit risk
<b>Negative Equity:</b>	Counts against total 10% Down Payment required
<b>Factory Rebates:</b>	Are not counted as Down Payment, but do lower LTV.
<b>Co-Signer Relationship Scoring</b>	
<b>Co-Habitant:</b>	Income is Combined / FICO is blended to assess risk
<b>Parent / Other:</b>	Lower Income / Lower FICO utilized to assess risk
Minimum Payment	<b>\$250</b>
Discounts may exceed guidelines in some cases, per Westlake policies	
<b>More than 1 previous BK or 1 previous Repossession, or 2 Open Derog = Decline</b>	
Individual Minimum Income = \$1,800 Combined Minimum Income = \$2,500	
<b>Please note: Approvals have a 20 Day Expiration Date.</b>	

### Rate Tiers

APR - Highest Rates Shown	0 FICO / No Score	300-549	550-599	600-699	700 - 749	750+
<b>Maximum Buy Rate</b>	Max=23.99%	Max=25.99%	Max=24.99%	9.99% - 20.99%	5.99% - 14.99%	2.99% - 9.99%

Rates shown above are maximums - much lower rates are available based on deal structure and credit worthiness. Please see Titanium Program Guidelines for Prime Rates.  
Rates not to exceed state usury limits. **600+ thin file gets +1% Rate increase** (Thin File = <3 trade lines, <2 yrs on bureau, <\$5,000 credit line).

### Lender Fee Guidelines

Lender / Discount Fees - Highest Fees Shown	0 FICO / No Score	300-549	550-599	600-699	700 - 749	750+
<b>Maximum Discount</b>	Max = \$1,999.99	Max = \$2,999.99	Max = \$1,999.99	Max = \$999.99	\$100 - \$699.99	\$0 - \$399

Discounts may exceed guideline in some cases, per Westlake policies

### Flat Fee Guidelines

Flat Fee* (90-day chargeback)	0 FICO / No Score	1-524	525-599	600-699	700 - 749	750+
All Amounts Financed	\$150.00	\$150.00	\$150.00	\$200.00	\$300.00	\$300.00
<b>Dealer Markup (No chargeback)</b>	NA	NA	NA	Up to 2.0%	Up to 2.0%	Up to 2.0%

\*Flat Fees paid when Buy Rate = Sell Rate, in lieu of markup. Participation may be written on 72 month contracts, but will be calculated at 60 months.

### Mileage Guidelines

Miles	Max Loan Term	Miles	Max Loan Term
No Vehicle Age Restriction: 0 - 64,999	72	110,000 - 129,999	48
No Vehicle Age Restriction: 65,000 - 89,999	66	130,000 - 149,999	36
No Vehicle Age Restriction: 90,000 - 109,999	60	150,000+	24

### General Stip Requirements

Risk-Based Stips	Legal and Compliance Stips
POI / POR	Proof of Insurance or ATPI (Legally required)
3 References for 600+	Drivers License (Legally required)
6 References for 0-599	Credit Score Disclosure Notice (Legally required)

**eContracting with Westlake is available through the multiple platforms - contact your Sales Representative for details!**

### The Westlake Value Proposition

<b>Customer</b>	<b>FICO Scores:</b> ITINs OK, and no minimum FICO requirement, Ghosts / No FICO <b>Job &amp; Residency Requirements:</b> No minimum time requirement	<b>Collateral</b>	<b>Mileage:</b> No Restrictions on Miles (Mileage will impact loan term) <b>Vehicle Age:</b> No Restrictions on Vehicle Age	<b>Income</b>	ITIN, Job Letters & Handwritten Paystubs, SSN Income & Disability, Trust & Annuity, Bank Statements (Personal & Business), Rental Property, Student Income, Homecare Dependent, RideShare (UBER, Lyft), etc.
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