

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%
All-In Maximum LTV (Front-End + Back-End)	140%	125%	140%	150%	150%	150%
Max. Front-End Amount Financed:	\$20,000	\$15,000	\$20,000	\$25,000	\$32,500	\$50,000
Maximum PTI	15%	15%	15%	16%	17%	20%

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	\$2,250	\$900	\$3,150
All Vehicles Priced: \$15,000 - \$19,999	\$2,500	\$900	\$3,400
All Vehicles Priced: \$20,000 - \$24,999	\$3,000	\$900	\$3,500
All Vehicles Priced: \$25,000+	\$3,500	\$900	\$3,500

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

Negative Equity: Counts against total 10% Down Payment required

Factory Rebates: *Are not counted as Down Payment, but do lower LTV.*

Co-Signer Relationship Scoring

Co-Habitant: *Income is Combined / FICO is blended to assess risk*

Parent / Other:	<i>Lower Income / Lower FICO utilized to assess risk</i>
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Mininum Payment	\$250
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Discounts may exceed guidelines in some cases, per Westlake policies

More than 1 previous BK or 1 previous Repossession, or 2 Open Deroq = Decline

Individual Minimum Income = \$1,800 Combined Minimum Income = \$2,500

Please note: Approvals have a 20 Day Expiration Date.

Rate Tiers

APR - Highest Rates Shown	0 FICO / No Score	300-549	550-599	600-699	700 - 749	750+
Maximum Buy Rate	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+
Maximum Discount	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
Dealer Markup (No chargeback)	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 ATP1 (<i>Legally required</i>)
3 References for 600+	Drivers License (<i>Legally required</i>)
6 References for 0-599	Credit Score Disclosure Notice (<i>Legally required</i>)

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

The Westlake Value Proposition

Customer	<u>FICO Scores:</u> ITINs OK, and no minimum FICO requirement, Ghosts / No FICO <u>Job & Residency Requirements:</u> No minimum time requirement	Collateral	<u>Mileage:</u> No Restrictions on Miles <i>(Mileage will impact loan term)</i> <u>Vehicle Age:</u> No Restrictions on Vehicle Age	Income	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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