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EXETER OVERVIEW | 2021

Taking you further.

WORKING WITH EXETER MEANS

We're making vehicle ownership possible for everyone. At Exeter, we're committed to investing in our technology, delivering strong dealer benefits, and providing tremendous value to our customers. We're the 4th largest non-prime auto finance company in the United States* and our ExeterPlus program offers our dealer partners extended near-prime funding options.

Today, we're working with more than 11,000 franchise and independent dealers across the country and supporting more than 475,000 customers as they navigate car ownership.

DID YOU KNOW?

Take advantage of Exeter's low-risk partnership enhancements, including:

- ✓ 400 minimum FICO, zero FICOs and thin files
- ✓ We average co-applicant scores (<400 is permitted if averaged score is above 400)
- ✓ Joint applicants at different addresses
- ✓ We combine co-applicant income (Per funding requirements)
- ✓ Consider repos greater than 2 months
- ✓ Consider qualified BKs¹
- ✓ 75 month financing available for qualified customers on used vehicles up to 100k miles²
- ✓ Terms extended as far as 72 months on newer vehicles with less than 120k miles²

AT A GLANCE

EXETER TODAY

- + 1,400+ employees
- + Call center locations
 - Dallas-based domestic center
 - Two BPO partners
- + Portfolio over \$7 billion (485K+ customers)
- + One million total loans since 2006
- + Application channels include:
 - Franchise dealers
 - Independent dealers
 - Large, Independent Used-car Superstore

STRENGTHS

- + Experienced near prime and subprime management team
- + Investment in technology:
 - Offers 15-second decisioning³
 - Ability to verify customer data quickly
- + Utilize alternative sources of data:
 - Allows for unique approvals and more incremental business
- + Consistent buying
- + Competitive rates and fees
- + Strategic dealer communications

*According to leading industry metrics.

Cite: Based on data from the J.D. Power PIN Navigator[®] report regarding used vehicle sales to consumers with FICO[®] scores under 620.

¹Chapter 7 bankruptcies must have proof 341 meeting has been held; chapter 13 bankruptcies must have letter from trustee and court approval to incur debt.

²Additional restrictions apply. See DSM for details.

³On most qualifying files, where no additional information is required

Revised 11.15.2021

MEET OUR NEW PROGRAM

EXETERPLUSSM

Your new near-prime financing option.

UP TO
5K
MAX BACK-END

UP TO
78
MONTH TERM

UP TO
6%
FLATS

RATES AS LOW AS
7.95%

SUB-PRIME PROGRAM TIER GRID

PROGRAM TIER	A+	A	B	C	D	E
Max Amount Financed*	\$50,000	\$40,000	\$37,500	\$35,000	\$32,500	\$27,500
Guaranteed Back End ⁴	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Max Front End	Up to 132%	Up to 127%	Up to 124%	Up to 122%	Up to 117%	Up to 117%
Min. Down Payment	\$0	\$0	\$500	\$500	\$500	\$500
Max PTI	20%	20%	19%	18%	16%	16%
Max DTI	75%	75%	75%	70%	65%	65%

*\$50,000 for Elite dealers only. Max amount financed will be \$45,000 for all other dealers.

⁴\$3,000 is Elite dealers only. Max GBE is \$2,000 for all other dealers.

GBE is the lesser value between \$2,000 and 20% of book value. Max back-end subject to state max, where applicable.

EXETERPLUSSM PROGRAM TIER GRID

PROGRAM TIER	+GOLD	+SILVER	+BRONZE
Max Amount Financed*	\$50,000	\$50,000	Up to \$40,000
Guaranteed Back End ⁵	\$3,500	\$3,500	\$3,500
Max Back End	\$5,000	\$4,000	\$4,000
Max Term	78 mos.	75 mos.	75 mos.
Rates As Low As	7.95%	8.95%	9.95%
Max Front End	Up to 132%	Up to 132%	Up to 127%
Max PTI	20%	20%	Up to 20%
Max DTI	77%	77%	Up to 77%

*\$50,000 for Elite dealers only. Max amount financed will be \$45,000 for all other dealers.

⁵\$3,500 is Elite dealers only. Max GBE is \$2,500 for all other dealers.

GBE is the lesser value between \$2,000 and 20% of book value. Max back-end subject to state max, where applicable.

ELITE STATUS | EXCLUSIVE BENEFITS

Ten funded contracts per quarter earns you access to Exeter's Elite Dealer Program and three subsequent months reaping exclusive extras such as:

\$3.5K

**EXETERPLUSSM
GUARANTEED BACK-END**
Generous Guaranteed Back-End of up to \$3,500⁶

\$3K

GUARANTEED BACK-END
Generous Guaranteed Back-End of up to \$3,000⁷

**QUICKER
TURNAROUND
TIMES⁸**



**APPLICATION
PRIORITIZATION**



DEALER SUPPORT | DEDICATED SERVICE

Take advantage of our dedicated dealer support:

- ✓ Dedicated buyer and funding teams
- ✓ Experienced team at all levels in each center
- ✓ 24/7 decisions in as fast as 15 seconds
- ✓ Dealer Structure Flexibility
- ✓ Fast funding/e-contracting with RouteOne, DealerTrack and CUDL
- ✓ Expanded call center hours to better service our dealers

DEALER SUPPORT HOURS

BUYING

Mon. - Sat. 8:00 AM - 9:00 PM (CT)

FUNDING

Mon. - Fri. 8:00 AM - 8:00 PM (CT)

⁶Guarantee for ExeterPlusSM only will be lesser value between \$3,500 and 20% of book value for Elite Status dealers; max back-end may be subject to maximum under applicable law

⁷Guarantee will be lesser value between \$3,000 and 20% of book value for Elite Status dealers; max back-end may be subject to maximum under applicable law

⁸Prioritized buying and funding for faster turnaround time with Elite Dealers