

Standard Program

Effective April 2025

1



CreditApp

Submit all finance applications through CreditApp Portal.

www.creditapp.ca

2



Income First

Digital banking verification through CreditApp. Get Income Approved to save time.

3



Structure Deal

We have a dedicated Dealer Services team to help you structure. Over half of our deals are auto structured and back in seconds

4



Close the Deal

Compile all your documents and send in together for fast funding. Use our funding checklist to help.

	Preferred	Standard	Drive Plan
Rate (%)	Speak with your Regional Manager to gain all-access to Rifco's Preferred Program	29.95	29.95
Front End LTV		125%	125%
All-In LTV		155%	155%
Max. Amount to Finance		\$35,000	\$35,000
Dealer Reserve		\$250	n/a
Anti-Theft Device (GPS)		YES	n/a
Starter Interrupter Device		n/a	YES
Holdback (%)		n/a	5 -10%
Minimum Income		\$3,000	
Maximum Payment Call		\$950	

***Max LTV is calculated as the total amount to finance as percent of Canadian Black Book Value.** Older and higher mileage vehicles are subject to a maximum \$100 dealer reserve excluding rate upsell. See "Terms" chart for model years and mileage with an asterisk (*).

****Discount is calculated on amount financed less taxes and Rifco fee.**

Terms

Year/Mileage	0 - 24,000	24,001 - 48,000	48,001 - 72,000	72,001 - 96,000	96,001 - 120,000	120,001 - 144,000	144,001-168000*
2021-2026	84	84	84	84	78	72	66
2020	78	78	78	78	78	72	60
2019*	72	72	72	72	72	66	60
2018*	66	66	66	66	60	60	60
2017*	60	60	60	60	54	54	54
2016*	48	48	48	48	48	48	48

NOTE: Vehicle years 2023-2026 with less than 10,000 kms will be considered NEW with a term of 84 months, with 125% MSRP. Vehicles 2014 or older or 168,000 kms and higher may be eligible for Sunset Program or can be considered on an exception bases.

Contact our team to work your deals faster:

Dealer Services 1.855.478.2439 | dealerservices@rifco.net
 Income poi@rifco.net | fax 1.888.303.2181
 Funding funding@rifco.net
 Funding Checklist <https://rifco.net/programs-and-checklist/>

PROGRAM Guidelines

WARRANTY AND INSURANCE POLICY

\$1200 - 12 month warranty with minimum coverage 12,000 km

\$2400 - 24 month warranty with minimum coverage 24,000 km

\$3600 - 36 month term with a minimum coverage 36,000 km

\$4800 - 48 month term with a minimum coverage 48,000 km

Warranty	All back-end products must fit within Tier thresholds.
Life & Disability	Has to fit within Tier thresholds.
GAP	Can not exceed \$2500.

*All combined warranties and insurances not to exceed \$3500 for Standard Program and Drive Plan.

**Term for insurances can not be reduced lower than 60 months.

CONTRACT

- Rifco Loan Fee of \$395 and Device Fee is \$595 will be added to all funded loans.
- Rifco does not have a maximum dealer fee, however all fees are calculated and included in your Front-End LTV calculation.
- Minimum amount to finance is \$10,000. Maximum contract APR cannot exceed 32%.

CUSTOMER AND VEHICLE

- Valid Canadian driver's licence for the driver, valid Canadian learner's for the co-applicant will only be considered on exception. Both with current address. A second household unit requires both applicants to have a valid Canadian driver's licence. ID verification link is required at the time of funding.
- Vehicles previously 'written off', 'branded', 'reclaimed' or insurance claims/estimates over \$6,000 (combined) OR more than 50% of Black Book value, are not eligible for financing.
- No previous or subsequent auto loans within 90 days of contract date with Rifco.
- All applicants must be Canadian Citizens and/or permanent residents.
- Each borrower is eligible for a maximum of one auto loan. Second units are on an exception basis.
- Non-commercial trucks up to and including 3500 single rear wheel.

INTEREST RATE BUY DOWN

- Dealer can opt to select a reduced interest rate of their choice (max 2%).
- The cost of the buy down will be displayed in the portal and short funded at the time of funding.

INCOME

- Banking Verification is mandatory.
- Based on employment and disability income only. Child tax and other eligible government subsidies may be used in calculating the payment call but not to meet minimum income.

DEALER RESERVE

- Base reserve is based on 2% of the loan amount, up to the base reserve max. Numbers in chart are based on average Rifco loan size of \$31,000.
- Vehicles >3 model years or > 72,000km will receive \$100 dealer reserve excluding rate upsell.
- All-In LTV exceeding 170% are subject to a maximum \$100 dealer reserve excluding rate upsell.

THIN FILES

- THIN is defined as applicants with no, limited or dated credit history.
- ADDITIONAL FUNDING REQUIREMENTS WILL APPLY. Check funding checklist for details.

SID / ANTI-THEFT DEVICE

- Starter interrupter and/or Anti-Theft device supplied by Rifco and installed by Dealer. Contact Rifco to set up with the GPS Provider.
- GPS Provider is PASSTIME
- Passtime Login - <https://oasis.passtimeusa.com/login>