

# Tier Program

## Rate Sheet and Vehicle Booking Guide

**NEW - All-In LTV Allowance & Enhanced Aftermarket Allowances up to 30% of CBB/MSRP**  
**UPDATE - Please see page 2 of our rate sheet for updated warranty requirements.**

### Tier Program Parameters

Tier	Available Rates		All-In LTV Allowance***	Warranty LTV Allowance	Max Monthly Payment Monthly/ bi-weekly available	Base Dealer Reserve	1% Up Dealer Reserve	2% Up Dealer Reserve
	New**	Used						
<b>**NEW RATE AVAILABILITY: 2023+ under 60,000km's or LTV under 100% or NEW unit</b>								
8	<b>11.99%</b>	<b>13.49%</b>	165%	30%	<b>\$1,500</b>	\$600	\$950	<b>\$1,300</b>
7	<b>14.49%</b>	16.49%	165%	30%	<b>\$1,500</b>	\$600	\$950	<b>\$1,300</b>
6	16.49%	19.74%	165%	30%	<b>\$1,500</b>	\$550	\$850	<b>\$1,150</b>
5	19.24%	21.99%	165%	30%	<b>\$1,000</b>	\$550	\$850	<b>\$1,150</b>
4	22.49%	24.49%	165%	30%	<b>\$1,000</b>	\$550	\$850	<b>\$1,150</b>
3	24.24%	26.24%	165%	30%	<b>\$1,000</b>	\$525	\$750	<b>\$1,000</b>
2	27.49%	29.99%*	165%	30%	<b>\$1,000</b>	\$750	n/a	n/a

\*31.9% will apply on both new and used in BC with contract fee removed. 31.9% will apply for used units in QC with contract fee removed.

\*\*\*All-in LTV is defined as the total amount to finance inclusive of taxes.

All amounts paid to dealers are inclusive of applicable taxes

### Vehicle Booking Guide

Year	Term	Extra Clean	Term	Clean		Term	Average		Term	Rough	
NEW 2023/24/25	<b>84</b>	New Unit qualification up to 10,000km's, previously un-registered									
2024	<b>84</b>	35,000	<b>84</b>	35,001	60,000	<b>78</b>	60,001	90,000	<b>66</b>	90,001	120,000
2023	<b>84</b>	65,000	<b>84</b>	65,001	95,000	<b>78</b>	95,001	130,000	<b>66</b>	130,001	150,000
2022	<b>84</b>	75,000	<b>84</b>	75,001	110,000	<b>78</b>	110,001	150,000	<b>66</b>	150,001	180,000
2021	<b>84</b>	80,000	<b>84</b>	80,001	110,000	<b>78</b>	110,001	150,000	<b>66</b>	150,001	180,000
2020	<b>84</b>	90,000	<b>84</b>	90,001	130,000	<b>78</b>	130,001	170,000	<b>66</b>	170,001	180,000
2019	<b>78</b>	90,000	<b>78</b>	90,001	130,000	<b>72</b>	130,001	170,000	<b>66</b>	170,001	180,000
2018	<b>66</b>	105,000	<b>66</b>	105,001	140,000	<b>66</b>	140,001	170,000	<b>54</b>	170,001	180,000
2017	<b>54</b>	105,000	<b>54</b>	-	145,000	<b>54</b>	145,001	165,000	<b>54</b>	165,001	180,000
2016	-	-	<b>42</b>	-	145,000	<b>42</b>	145,001	165,000	<b>42</b>	165,001	180,000
2015	-	-	<b>30</b>	-	145,000	<b>30</b>	145,001	165,000	<b>30</b>	165,001	180,000
2014	-	-	<b>18</b>	-	145,000	<b>18</b>	145,001	165,000	<b>18</b>	165,001	180,000



# Here to help you Thrive.

## Tier Additional Details

### Get to yes faster with our instant income tool!

A simple, easy and instant online platform to get income verified without additional documentation. Get started today!

[santanderconsumer.ca/easyincome](https://santanderconsumer.ca/easyincome)

### Income Requirements

- Minimum income requirement of \$2500/month.
- Co-Applicant income accepted when relationship is spousal or common-law.
- Proof of income is required unless otherwise noted on approval. Two recent paystubs (pay end dates within 45 days) required for verification. Tax documentation required for self-employed applicants.
- Short and long-term disability accepted.
- Documents to be sent to [poi@santanderconsumer.ca](mailto:poi@santanderconsumer.ca), as attachments, with deal number in the subject line.

### Warranty and Insurance

- Combined Life & Disability, Mechanical Breakdown Warranty, GAP Insurance/Walkaway, Tire and Rim, Protection Packages, and insurances **must not exceed 30% of the vehicle's Canadian Blackbook value (inclusive of tax)**.
- **Maximum warranty markup per product is \$3000 over dealer cost.**
- **Anti Theft product limit is \$999.**
- Insurance/GAP/Tire and Rim/Protection Packages must have minimum 2-year term.
- Warranty must have seals & gaskets and be a minimum of 12-months of coverage from date of sale.
- Santander Consumer will fund all reviewed and approved warranties provided by a nationally insured warranty provider.

### Funding Requirements

- Please review our dealer document checklist, available on all portals.
- If discrepancies are discovered at time of funding, additional documentation or proof of residency may be required.

### Vehicle Requirements

- Vehicles intended and registered for any type of courier, delivery, taxi, ridesharing or commercial use are not eligible for funding.
- Former police, courier, delivery, ridesharing, written off, rebuilt, salvage, altered and repaired or likewise vehicles are not eligible. Vehicles intended for work or commercial usage are not eligible.
- **Cumulative damage accepted up to \$7,500 or 35% of Blackbook value, whichever is greater.** Damage cannot exceed 100% of Blackbook value.  
Ex. \$35,000 BBV \* 35% Allowance = \$12,250 allowable cumulative damage

### New Vehicle Requirements

- MY23/24/25, previously un-registered and under 10,000 KM
- Proof of MSRP for specific vehicle may be requested
- All Tier Program SID, aftermarket, payment and funding requirements apply
- **2023MY+ Under 60,000 km's can now qualify for new rate as low as 11.99%.**

### Contract Expiry

Contracts submitted for funding with unresolved stipulations or missing documents will expire either 21 days from the effective date of the loan or 7 days prior to the first payment date whichever comes first. After these dates new automotive sales finance agreements will have to be re-signed and submitted.

### Reserve and Bonus Rebates

Santander Consumer reserves the right to charge back full dealer reserve on any loan paid out within 180 days of the date of the contract.

## Get Started Today!

PHONE 1.888.486.4356

FAX 1.888.486.7456

For more information contact your Santander Consumer Regional Manager or the Santander Consumer National Credit, Income, or Funding Center.

Credit Center

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Email [credit@santanderconsumer.ca](mailto:credit@santanderconsumer.ca)

Income Center

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Funding Center

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Dealer Support

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