



# Tier Program

## Rate Sheet and Vehicle Booking Guide

**Quality Bonus (NEW)** - Added on top of current Dealer Reserve for Tiers 2 to 8

LTV	\$7,500-\$19,999	\$20,000-\$29,999	\$30,000-\$39,999	\$40,000-\$49,999	\$50,000+
<120%	\$300	\$550	\$650	\$800	\$900

### Tier Program Parameters

Tier	One Rate Single rate for all vehicles!	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
8	11.49%	165%	30%	\$1,500	\$600	\$950	\$1,300
7	13.49%	165%	30%	\$1,500	\$600	\$950	\$1,300
6	16.49%	165%	30%	\$950	\$550	\$850	\$1,150
5	21.99%	165%	30%	\$850	\$550	\$850	\$1,150
4	24.49%	165%	30%	\$750	\$550	\$850	\$1,150
3	26.24%	165%	30%	\$700	\$525	\$750	\$1,000
2	29.99%	165%	30%	\$650	\$750	n/a	n/a

\*31.9% will apply 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 2025/26/27	84	New Unit qualification up to 10,000km's, previously un-registered									
2026	84	35,000	84	35,001 60,000	78	60,001 90,000	66	90,001 120,000			
2025	84	65,000	84	65,001 95,000	78	95,001 130,000	66	130,001 150,000			
2024	84	75,000	84	75,001 110,000	78	110,001 150,000	66	150,001 180,000			
2023	84	80,000	84	80,001 110,000	78	110,001 150,000	66	150,001 180,000			
2022	84	90,000	84	90,001 130,000	78	130,001 170,000	66	170,001 180,000			
2021	78	90,000	78	90,001 130,000	72	130,001 170,000	66	170,001 180,000			
2020	78	105,000	72	105,001 140,000	66	140,001 170,000	54	170,001 180,000			
2019	60	105,000	60	105,001 145,000	54	145,001 165,000	54	165,001 180,000			
2018	-	-	48	- 145,000	42	145,001 165,000	42	165,001 180,000			
2017	-	-	30	- 145,000	30	145,001 165,000	30	165,001 180,000			
2016	-	-	18	- 145,000	18	145,001 165,000	18	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](http://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 Requirements -
  - Taxed: YTD paystub within 45 days or last 3 months bank statements
  - Self-Employed: Last 4 months bank statements + NOA
  - Pension/Disability: Last 3 months bank statements
  - Seasonal: YTD paystubs within 45 days or prior T4/T4E + employment letter with season length
- 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.**
- **Maximum aftermarket 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 Bank 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

- MY25/26/27, previously un-registered and under 10,000 KM
- Proof of MSRP for specific vehicle may be requested

### 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 Bank 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

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

Credit Center

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