

SAKAI FINANCIAL SERVICES

A PROGRAM BY ENGS COMMERCIAL FINANCE CO.

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Q4 SAKAI FINANCE PROGRAM RATES

APP-ONLY PRICING THIS MONTH, SKIP PAYMENTS JAN-MAR

A PRICING					
Terms (In Months)	24	36	48	60	72
Customer Rate	3.63%	3.88%	4.02%	4.11%	4.17%
Payment Factor	0.05794	0.03949	0.03027	0.02475	0.02107

B PRICING					
Terms (In Months)	24	36	48	60	72
Customer Rate	5.11%	5.37%	5.51%	5.59%	5.65%
Payment Factor	0.05894	0.04046	0.03123	0.02571	0.02204

C PRICING					
Terms (In Months)	24	36	48	60	72
Customer Rate	6.11%	6.37%	6.50%	6.59%	6.65%
Payment Factor	0.05962	0.04111	0.03188	0.02636	0.02270

APP-ONLY PRICING, 12 EQUAL MONTHLY PAYMENTS

A PRICING					
Terms (In Months)	24	36	48	60	72
Customer Rate	3.52%	3.83%	3.99%	4.09%	4.15%
Payment Factor	0.04321	0.02945	0.02258	0.01846	0.01572

B PRICING					
Terms (In Months)	24	36	48	60	72
Customer Rate	5.00%	5.32%	5.48%	5.57%	5.64%
Payment Factor	0.04387	0.03011	0.02325	0.01914	0.01640

C PRICING					
Terms (In Months)	24	36	48	60	72
Customer Rate	6.00%	6.31%	6.47%	6.57%	6.63%
Payment Factor	0.04432	0.03056	0.02370	0.01960	0.01687

**Rates good through 12/31/2020. Rates are subject to change with notice based on market conditions. All program transactions: \$399 documentation fee.*

**New machines of any model year only. Applies to units sold out of dealer owned rental fleet.*