



# Retail Finance Rates for Sakai Equipment

Wells Fargo Equipment Finance | Construction Group 2700 South Price Road (3rd Floor), Chandler, AZ 85286

#### **Effective through March 2021**

Fax Applications to: 877-248-6955 For Questions Please Call: 877-248-7007

# Full Payout, New Sakai Equipment Rates

No Dealer Participation Required, 0 Advance Payments

| Term - Months  | 24      | 36      | 48      | 60      |
|----------------|---------|---------|---------|---------|
| Customer Rate  | 2.62%   | 3.02%   | 3.27%   | 3.44%   |
| Payment Factor | 0.04281 | 0.02909 | 0.02226 | 0.01817 |
| Dealer Subsidy | 0.00%   | 0.00%   | 0.00%   | 0.00%   |

## Full Payout, New Sakai Equipment Rates (0% Program)

Dealer Participation Required & Varies Based on Term, O Advance Payments

| Term - Months  | 24      | 36      | 48      | 60      |
|----------------|---------|---------|---------|---------|
| Customer Rate  | 0.00%   | 0.00%   | 0.00%   | 0.00%   |
| Payment Factor | 0.04167 | 0.02778 | 0.02083 | 0.01667 |
| Dealer Subsidy | 2.65%   | 4.46%   | 6.33%   | 8.17%   |

#### **Full Payout, New Sakai Equipment Rates**

#### 1% Dealer Participation Required, 0 Advance Payments

| Term - Months  | 24      | 36      | 48      | 60      |
|----------------|---------|---------|---------|---------|
| Customer Rate  | 1.64%   | 2.35%   | 2.77%   | 3.03%   |
| Payment Factor | 0.04238 | 0.02879 | 0.02203 | 0.01798 |
| Dealer Subsidy | 1.00%   | 1.00%   | 1.00%   | 1.00%   |

#### **Full Payout, New Sakai Equipment Rates**

## 2% Dealer Participation Required, 0 Advance Payments

| Term - Months  | 24      | 36      | 48      | 60      |
|----------------|---------|---------|---------|---------|
| Customer Rate  | 0.65%   | 1.67%   | 2.25%   | 2.62%   |
| Payment Factor | 0.04195 | 0.02850 | 0.02181 | 0.01780 |
| Dealer Subsidy | 2.00%   | 2.00%   | 2.00%   | 2.00%   |

#### **Full Payout, New Sakai Equipment Rates**

#### 3% Dealer Participation Required (unless noted differently), 0 Advance Payments

| Term - Months  | 24      | 36      | 48      | 60      |
|----------------|---------|---------|---------|---------|
| Customer Rate  | 0.00%   | 1.00%   | 1.74%   | 2.20%   |
| Payment Factor | 0.04167 | 0.02821 | 0.02158 | 0.01761 |
| Dealer Subsidy | 2.65%   | 3.00%   | 3.00%   | 3.00%   |

Other Financing Structures available (initial skips, seasonal skips, leases and other) please contact your Wells Fargo Rep for a Custom Quote

Program terms and rates are subject to change without notice and all subsidized rates & transactions are subject to the approval of Sakai. Eligible Equipment- New Sakai Heavy Equipment never before retail sold.

Maximum subsidy limited to 120% of dealer invoice price

#### Please fax applications to 1-877-248-6955 or Email equipment.finance@wellsfargo.com

#### **Account Managers**

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