



Retail Finance Rates for Sakai Equipment

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

Effective through May 2023

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 | | 6.56% | 6.50% | 6.46% | 6.43% |
| Payment Factor | | 0.04457 | 0.03065 | 0.02370 | 0.01953 |
| 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, 0 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 | | 6.45% | 9.28% | 11.97% | 14.53% |

Full Payout, New Sakai Equipment Rates 1% Dealer Participation Required, 0 Advance Payments

| Term - Months | | 24 | 36 | 48 | 60 |
|----------------|--|---------|---------|---------|---------|
| Customer Rate | | 5.56% | 5.82% | 5.94% | 6.01% |
| Payment Factor | | 0.04412 | 0.03034 | 0.02346 | 0.01934 |
| 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 | | 4.55% | 5.13% | 5.42% | 5.58% |
| Payment Factor | | 0.04367 | 0.03003 | 0.02322 | 0.01914 |
| 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 | | 3.54% | 4.44% | 4.89% | 5.15% |
| Payment Factor | | 0.04322 | 0.02972 | 0.02298 | 0.01894 |
| Dealer Subsidy | | 3.00% | 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

| | | | |
|--------------------|--------------|---------------|--------------|
| Bruce Nelson | 480-887-5158 | Yosef David | 612-667-6356 |
| Paul Cuison | 469-299-7749 | Bradley Welch | 480-887-5038 |
| Andy Rikli | 480-887-5159 | | |
| Sharmin Farnsworth | 480-887-5045 | | |