



# HYUNDAI SALES BULLETIN

**Subject: January 2019 CPO Finance Rates**

**No: 30-006-2019**

**Group: Retail Incentives**

**January 3, 2019**

**ATTN:**

- Sales Manager
- F&I Manager
- Sales Consultant
- All Staff

- Dealer Principal
- Service Manager
- Service Advisors
- Technicians

- General Manager
- Parts Manager
- Parts Advisors
- Warranty Manager

**Model(s): All**

**Bulletin Summary:**

January Program Highlights:

NEW YEAR – New Incentives!

Rates now start at a low 0.99% for 24 & 36 months on select models. The 2.49% rate at 48 months remains while the rates at the 60 month term have been reduced to only 2.99%. Finally, the longer terms of 72 and 84 months have been lowered to 3.49% and 3.99% respectively.

Program Period: January 3<sup>rd</sup> 2019 to January 31<sup>st</sup> 2019.

**IMPORTANT NOTES:**

**Model years for CPO eligibility ranges from 2019-2014.**

Hyundai Canada is excited to announce that we have been able to lower the rates at 24 & 36 month terms to only 0.99% on select models. This will provide a very low, advertisable rate, for your CPO inventory. In addition, the rate at the 60 month term is now only 2.99% on select models.

Furthermore, interest rates for financing with a 2.5% dealer reserve have been lowered to 3.99% up to 60 months, and the 72 & 84 month terms are now only 4.49% on select models. With these attractive options, Certified Pre-Owned rates are the best option for both you and your customer.

**Note: With the calendar year change, 2013 MY units have been removed from the H-Promise CPO program.**

**Highlights are as follows:**

- ✓ Dealer Reserves rates of start at a low 3.99% on select models and will be based on the Total Amount Financed and calculated at 2.5%
- ✓ Maximum Rate Flexibility- Interest Rates can be “bought down” to help establish payments that work best for your customers.

Example: 4.99% interest rate with a 2.5% Dealer Reserve (Total Amount Financed of \$27 000)

Dealer Reserve Calculation: \$27 000 \* 2.5% = \$675

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CPO Rates

| Regular Rates |                                                          |          |                             |                  |                       |          |
|---------------|----------------------------------------------------------|----------|-----------------------------|------------------|-----------------------|----------|
| Term          | Accent / Elantra / Veloster /<br>Ioniq / Sonata / Tucson |          | Gen. Coupe / Kona/ Santa Fe |                  | Genesis Sedan / Equus |          |
|               | Tier A                                                   | Tier C   | Tier A                      | Tier C           | Tier A                | Tier C   |
|               | \$0                                                      | 2.5% CAP | \$0                         | 2.5% CAP         | \$0                   | 2.5% CAP |
|               |                                                          | COST     |                             | COST             |                       | COST     |
| Up to 24      | <b>0.99%</b>                                             | 3.99%    | 3.49%                       | 4.49%            | 3.49%                 | 4.49%    |
| Up to 36      | <b>0.99%</b>                                             | 3.99%    | 3.49%                       | 4.49%            | 3.49%                 | 4.49%    |
| Up to 48      | 2.49%                                                    | 3.99%    | 3.49%                       | 4.49%            | 3.49%                 | 4.49%    |
| Up to 60      | <b>2.99%</b>                                             | 3.99%    | <b>3.99%</b>                | 4.49%            | <b>3.99%</b>          | 4.49%    |
| Up to 72      | <b>3.49%</b>                                             | 4.49%    | <b>3.99%</b>                | 4.49%            | <b>3.99%</b>          | 4.49%    |
| Up to 60/84   | <b>3.99%</b>                                             | 4.49%    | <b>4.49%</b>                | 4.99%            | <b>4.49%</b>          | 4.49%    |
| Up to 84      | <b>3.99%</b>                                             | 4.49%    | <b>4.49%</b>                | 4.99%            | <b>4.49%</b>          | 4.99%    |
|               |                                                          |          | <b>Model YR.</b>            | <b>Max. Term</b> |                       |          |
|               |                                                          |          | CPO 2016-2019               | <b>84</b>        |                       |          |
|               |                                                          |          | CPO 2014-2015               | <b>72</b>        |                       |          |

\* Dealer has option to buy down the rate

When entering finance details into DealerTrack, you have two options under “Rate Type”.

- Tier A is only for the 0.99%/2.49%/2.99%/3.49%/3.99%/4.49% (model dependent) finance options with \$0 Reserve
- Tier C is to be used for rates of 3.99%/4.49%/4.59%/4.99% and is associated with a 2.5% Reserve.
  - ✓ The 2.5% Reserve will be represented as \$250 due to current system formatting. \*This formatting does not represent the dollar amount of reserve payment (it is simply a placeholder requirement)
  - ✓ Alternatively, dealers can enter non-program flow and select the program “Hyundai CPO - 2.5% Dealer Reserve”
  - ✓ If you choose to buy down the rate. Enter your new rate under the “Dealer Interest” field. Scotiabank will “short fund” the reserve the appropriate amount.

**3. Please note that 84 month terms are only available for 2016 – 2019 MY vehicles. 2014 – 2015 MY vehicles offer terms up to 72 months.**

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\*\*\*Reminder - the Hyundai Loyalty Program is in the form of a special rate discount on CPO rates through Scotiabank. In order to be eligible for the special loyalty rate discount of 0.25%, the customer must be a current Hyundai owner or lessee and must be able to provide a valid ownership. Since this is a special rate discount, there is no claim process on the Hyundai end and Scotiabank will do all the validation when the funding package is submitted. At the back of this bulletin there is set of rate charts showing special loyalty discount rate of 0.25% on eligible vehicles. These charts are clearly marked loyalty and should only be used with eligible customers – dealers will assume buydown responsibility if the customer is not eligible. If the customer is eligible for the loyalty rate discount, the dealer must initiate this program by selecting the appropriate program on the Hyundai / DealerTrack portal labelled loyalty program.

## Loyalty Rates

| Loyalty Rates |                                                          |             |                             |             |                       |             |
|---------------|----------------------------------------------------------|-------------|-----------------------------|-------------|-----------------------|-------------|
| Term          | Accent / Elantra / Veloster /<br>Ioniq / Sonata / Tucson |             | Gen. Coupe / Kona/ Santa Fe |             | Genesis Sedan / Equus |             |
|               | Tier A                                                   | Tier C      | Tier A                      | Tier C      | Tier A                | Tier C      |
|               | \$0                                                      | 2.5% of CAP | \$0                         | 2.5% of CAP | \$0                   | 2.5% of CAP |
|               | COST                                                     |             | COST                        |             | COST                  |             |
| Up to 24      | 0.74%                                                    | 3.74%       | 3.24%                       | 4.24%       | 3.24%                 | 4.24%       |
| Up to 36      | 0.74%                                                    | 3.74%       | 3.24%                       | 4.24%       | 3.24%                 | 4.24%       |
| Up to 48      | 2.24%                                                    | 3.74%       | 3.24%                       | 4.24%       | 3.24%                 | 4.24%       |
| Up to 60      | 2.74%                                                    | 3.74%       | 3.74%                       | 4.24%       | 3.74%                 | 4.24%       |
| Up to 72      | 3.24%                                                    | 4.24%       | 3.74%                       | 4.24%       | 3.74%                 | 4.24%       |
| Up to 60/84   | 3.74%                                                    | 4.24%       | 4.24%                       | 4.74%       | 4.24%                 | 4.24%       |
| Up to 84      | 3.74%                                                    | 4.24%       | 4.24%                       | 4.74%       | 4.24%                 | 4.74%       |
|               |                                                          |             | <b>Model YR.</b>            |             | <b>Max. Term</b>      |             |
|               |                                                          |             | CPO 2016-2019               |             | 84                    |             |
|               |                                                          |             | CPO 2014-2015               |             | 72                    |             |

## Program Timeline

Effective Start Date: January 3<sup>rd</sup>, 2019

Effective End Date: January 31<sup>st</sup>, 2019

## NOTES:

- 60/84 financing is not available in Quebec.
- If there are any discrepancies between the Rates and Dealer Reserves on this rate chart/bulletin and the portals, this rate chart/bulletin will be deemed to be correct

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 **HYUNDAI SALES BULLETIN****Subject: January 2019 CPO Finance Rates****No: 30-006-2019****Maximum Amortization Periods:** Please refer to lenders street rate schedule.**Minimum amount financed:** Please note that the minimum amount financed under the subvented CPO rates is \$7,500.**Blended Rates:** Above rates apply only to 140% of the vehicles market value. Any loan amount above this cap will receive the bank's base rate**SDA Non-Prime Finance Rates**

| <b>Pricing</b> | <b>HACC Program</b>         |
|----------------|-----------------------------|
| 5 Star         | 9.99% / \$500 Dlr. Reserve  |
| 4 Star         | 14.99% / \$500 Dlr. Reserve |
| 3 Star         | 17.99% / \$500 Dlr. Reserve |
| 2 Star         | 24.99% / \$500 Dlr. Reserve |
| Admin Fee      | \$0                         |

**NOTES/HIGHLIGHTS:**

- Standard SDA used program advance rules apply
- Subvented Near/Non Prime Financing
- \$500 Dealer reserve
- No \$499 SDA administration fee

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