

LENDER/DEALER INFORMATION

| | | | | |
|-----------------|--|--------|--------|-----|
| Named Insured: | | | | |
| Street Address: | | City | State | Zip |
| Contact Name: | | Phone: | Email: | |

General Information

| | | | | | | |
|---|----|--|---------------|--------------|-----------|----------|
| Number of loans to be made in the next 12 months: | | New | Used | | | |
| Collateral type distribution: | | Autos/Trucks % | Motorcycles % | Watercraft % | RV's % | |
| Anticipated GAP Sales next 12 months (loans): | | New | Used | | | |
| Credit Quality – What percentage of your sales/lending base falls into these interest rate categories: | | Below 8% | 8%-12% | 12.1%-15% | 15.1%-17% | Over 17% |
| Is a "Purchase Discount", "Dealer Discount" or any other non-refundable discount or reverse funded from loans to offset deficiencies? | | | | | | |
| Yes | No | If Yes, is reserve payable or refundable to dealer or borrower upon loan payoff? | | | | |
| Please elaborate | | | | | | |

LOAN/LEASE INFORMATION

| | New | | Used | | | | | |
|--|-----------|-------|--------------------|-------|-------|---|-------|---|
| Percentage of transactions where advance exceeds 120% of MSRP or NADA Retail Book: | | | | | | | | |
| Maximum original loan amount as % of balance at origination (New = % of MSRP; Used = % of NADA Retail) | | | | | | | | |
| Average original loan amount as a % of value (MSRP / NADA Retail Book): | | | | | | | | |
| Average and range of original loan amounts (including add ons): | Average | Range | Average | Range | | | | |
| Average and range of loan terms at origination: | Average | Range | Average | Range | | | | |
| Average and range of interest rates: | Average | Range | Average | Range | | | | |
| Which of these are included in the original loan amount? | Sales Tax | | Warranty (VSC/MBI) | | | | | |
| Other (Please indicate) | | | | | | | | |
| Do you, or did you previously, have a GAP program? | Yes | No | | | | | | |
| If yes, please provide Rate, Lending to Value Limit and attach Experience information. | | | | | | | | |
| Was the GAP program cancelled by provider? | Yes | No | | | | | | |
| If yes, reason | | | | | | | | |
| Do you specialize in any particular type of vehicle, (i.e. high performance, luxury, commercial vehicles, etc.)? | Yes | No | | | | | | |
| If yes, elaborate | | | | | | | | |
| List approximate % of your loan originations by state: | State | % | State | % | State | % | State | % |
| | State | % | State | % | State | % | State | % |

| | | | |
|--|------|-----------------------------|------|
| Signature of Applicant / Named Insured | Date | Signature of Agent / Broker | Date |
|--|------|-----------------------------|------|