



GM FINANCIAL

CORPORATE BULLETIN

November 1, 2019

Re: New Program Announcement: International Student Lease Program

Starting November 1, 2019 GM Financial is pleased to announce a program where international students studying in Canada can now lease a new GM vehicle, subject to meeting GM Financial's qualifications. Please see below for qualifying criteria:

International Student Lease Program

This particular program is applicable for international students studying in Canada. These students must be currently enrolled in an accredited University, College or CEGEP program in Canada.

Program parameters

- Qualifying new GM vehicles
- All leases will be set up on pre-authorized payment plan
- The maximum lease payment is \$650 per month (minimum \$100 per month)
- A down payment of 20% (of MSRP) is required as well as a 5% security deposit (of MSRP)
- **Lease term** – The lease term must be aligned to the closest term remaining on the student visa (maximum term 48 months). However, if the lease term exceeds the remaining time on the visa, GM Financial requires an extra security deposit equal to the monthly payment (including taxes) for each month it is over, to a maximum of 12 months

Verification and Identification requirements

- Letter from the University Registrar, confirming program enrollment
- Bank statements (previous three months required)
- Copy of Student Visa
- Proof of Residence
- Proof of Canadian Driver's license
- Parent contact information (address, telephone number, email)

Please refer to the next **two pages** for frequently asked questions (**FAQs**). Thank you!

(* Please note: All the normal GM Financial lease parameter requirements apply)

Frequently Asked Questions (FAQs):

1. Given this is an international student, what would the Dealer be required to enter in the portal under "employment, address, and years" etc. for the application process?

Enter the following:

- "International" student in the Employer
- School address and length of time the student has been in their program (i.e. – 5 months).
- Best Practice - Please have your business manager enter in the Notes section of the portal: "This is an International Student."

2. Since the applicant is an International student and will likely not be employed, what do the business managers need to enter into the portal as **income** during the application process?
Enter the amount of funds that will be shown as deposited monthly into their bank account, which will be verified via bank statements.

3. What documents are required for proof of residence?
We require one of the following statements in the applicants name, with the address matching the address on the credit application: Utility bill (telephone, gas, electric, water), cable bill, cell phone bill, credit card statement, or a bank statement.

4. The program requires bank statements from the last three months. What if the student has been in Canada for less than three months?
We will be looking for a reasonable bank balance and will assess each situation on a case by case bases.

5. The program calls for three months of bank statements - Do these need to be from a Canadian Financial Institution?
Yes. This will support the required pre-authorized debit for each lease payment.

6. How much detail is required regarding the parents' contact information?
The program stipulates we need the applicant's parents' name, address, phone number and email address.

7. The program requires a letter from the student's Registrar. What schools are eligible?
Students must be currently enrolled in an accredited College, University or CEGEP program.

8. What if the lease term is greater than the remaining term on the student visa?
The program requires a security deposit of 5% of MSRP and if the applicant's student visa expires before the end of the lease, (i.e. 30 months remaining on student visa, 36-month lease) the student is also required to pay an additional security deposit for each month that exceeds the remaining term of the student visa, to a maximum of 12 months.

- o Example 1 - Student visa expires in 33 months and dealer selects a 36-month lease. The client is required to increase the security deposit by 3 monthly payments.
- o Example 2 - Student visa expires in 40 months and the dealer selects a 36-month lease. Proceed as normal – there is no additional security deposit required as lease matures before visa expires.

- Example 3 - Student visa expires in 8 months and dealer selects a 24-month lease. The client is not eligible for this program as lease term exceeds the visa expiry by more than 12 months.
9. How will these payments be refunded at the termination of the lease?
Security deposit returns will be handled in the same manner as our standard lease program. Students need to keep GMF apprised of any and all address changes.
 10. Are there kilometre restrictions under the program?
Standard program parameters apply.
 11. Which new GM Vehicles are eligible?
All vehicles that qualify for GM / GM Financial lease programs as published.
 12. The program requires 20% of MSRP as cash down. Can we use GM program credits or dealer discounts to satisfy this requirement?
No. The required down payment and security deposit must come from student lessee. Taxes are in addition to the down payment requirement, as is standard with leasing.
 13. Is the GM Student bonus program compatible?
Yes.
 14. What do I do if the application is auto declined?
Please contact your analyst for further review (877-330-0990)
 15. What if the student has an international driver's license?
Student must have a valid Canadian driver's license