

Specialized Lending Program

Effective: December 1st, 2025



Earn 500 Aeroplan® points on eligible funded contracts†

2-6 Key fixed rate program and reserves for new and used vehicles (subject to credit approval*)

	\$40,000+	\$25,000 - \$39,999	\$20,000 - \$24,999	\$15,000 - \$19,999	\$10,000 - \$14,999	\$7,500 - \$9,999
As low as 11.99%*	\$700	\$600	\$500	\$400	\$300	\$200

* Rates as low as 11.99% are promotional rates for customers that meet TD's promotional credit criteria. Higher rates apply for older model year vehicles. For more information, please talk to your Dealer Relationship Manager. Total warranty and insurance must not exceed 40% of the vehicle's Black Book Value. Rates are subject to change without notice; approvals are valid for 30 days. Annual Interest Rate must not exceed 32%. Minimum amount to finance \$7500. Annual Percentage Rate in Alberta and British Columbia must not exceed 32%. Annual Percentage Rate in Quebec and Newfoundland and Labrador must not exceed 24.00%, and 33% in all other provinces.

Non-Prime Max advance (2-5 Key)

	5 Key	4 Key	3 Key	2 Key
Used Car Advance	140%	140%	140%	140%
New Car Advance	125% on 2024–2026 units			

* TD Auto Finance will advance the booking premiums listed above plus taxes, warranty and insurances.

Reserve with Rate Increase (2-5 Key)

	\$40,000+	\$25,000 - \$39,999	\$20,000 - \$24,999	\$15,000 - \$19,999	\$10,000 - \$14,999	\$7,500 - \$9,999
Increase 1%	\$1,000	\$900	\$800	\$575	\$475	\$300
Increase 2%	\$1,300	\$1,200	\$1,100	\$725	\$625	\$400

Maximum Term

Near-Prime		Non-Prime							
Year		Extra Clean		Clean		Average		Rough	
2024+ New*	84	125% of MSRP	84						
2025 Used	84	20,001–35,000	84	35,001–60,000	84	60,001–90,000	84	90,001+	66
2024	84	20,001–60,000	84	60,001–90,000	84	90,001–130,000	84	130,001+	60
2023	84	0–70,000	84	70,001–105,000	84	105,001–150,000	78	150,001+	60
2022	84	0–80,000	84	80,001–105,000	84	105,001–150,000	78	150,001+	48
2021	84	0–90,000	84	90,001–130,000	78	130,001–170,000	72	170,001+	48
2020	72	0–90,000	78	90,001–130,000	72	130,001–170,000	66	170,001+	48
2019	72	0–105,000	78	105,001–140,000	72	140,001–170,000	60	170,001+	48
2018	60	No Book Value		0–145,000	60	145,001–165,000	54	165,001+	42
2017	48	No Book Value		0–145,000	48	145,001–165,000	36	165,001+	36
2016	36	No Book Value		0–145,000	24	145,001–165,000	24	165,001+	24
2015	24	No Book Value		0–145,000	12	145,001–165,000	12	165,001+	12

*New Car is defined as a 2024–2026 unit with less than 20000 km.

TD Auto Finance



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2025 dealer installed finance options

TD is focused on your non-prime business!

Special Programs for your customers currently in Bankruptcy or Consumer Proposal status.

Every customer is unique, so custom build the deal you need to close your sale.

Choose from this list of simple options that give you the ability to control the sales process, maintain profitability, and enhance customer satisfaction. Each of the options listed below builds on the base TD Auto Finance Key Program. Combine any number of options to create the ideal approval for you and your customer. Options may not exceed 4% over the TD Auto Finance rate and cannot be used in conjunction with reduced rates.

Flex rate option (2-5 Key)

The TD Auto Finance Flex Rate Option allows you to either increase the rate or buy down the TD Auto Finance program rate. Customer must qualify for the increased payment if the rate increase option is used. Subject to change throughout the year, please see above for details.

Negative equity option (2-5 Key)

TD Auto Finance offers a unique program to assist customers with existing negative trade-in equity. Increase the standard advance limits for a small increase in rate. Trade-in and lien payout information is requested.

Advance Increase	Adjusted Rate
\$1-\$1,000	+1.50%
\$1,001-\$2,000	+3.00%

Payment frequency option

TD Auto Finance offers the option to create a weekly, biweekly, semi-monthly, or monthly payment schedule that matches your customer's pay cycle.

Customer fee option

Eliminate the TD Auto Finance customer administration fee by increasing the rate. Contact TD Auto Finance for pricing information.



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2025 program guidelines

Program parameters:

TD Auto Finance will consider applicants with:

- TDSR (Total Debt Service Ratio) of up to 50%.
- Residence and employment stability of 6 months or greater.
- Income levels of \$1800/month or greater for single applicants and \$1800 or greater combined for joint applicants.

Warranty & aftermarket products (2-5 Key):

- TD Auto Finance will finance a combination of aftermarket products including warranties, GAP, and insurances up to 40 per cent of the vehicle's Canadian Black Book value through recognized suppliers.
- TD Auto Finance will finance Tier I Warranties up to a maximum retail price of \$3000 for a term of less than two years and up to \$4000 for a term equal to or greater than two years.
- TD Auto Finance will finance Tier II Warranties up to a maximum retail price of \$2000 for a term of less than two years and up to \$3000 for a term equal to or greater than two years.
- If a Warranty is not sold, the sum of GAP and Insurances is limited to 30 percent of the vehicle's Canadian Black Book value.
- GAP/Replacement Insurance coverage: Term of GAP must equal the term on the contract and maximum value of \$2200 for terms 60 months and greater, or \$1700 for terms less than 60 months.

TD Auto Finance customer administration fee:

On our base program, TD Auto Finance includes a standard \$799 customer administration fee on all contracts. The fee is amortized over the life of the loan and rebated on a prorated basis if a customer pays their loan out in full early.

Employment verification:

- TD Auto Finance will complete employment verification on all applicants where proof of income is not waived and requires recent pay-stubs for verification.
- All approvals are considered conditional subject to employment verification and acceptance by TD Auto Finance.
- TD Auto Finance offers a pre-verification service, where dealers can ensure employment income is verified prior to funding provided. Pre-verification is reserved for deals that are conditionally closed with the consumer.
- Self-employed applicants, seasonal employees, sub-contractors, and commissioned employees may require additional proof of income and will be conditioned on the approval.
- TD Auto Finance currently does not use Child tax credit, GST credits or Social Assistance as income sources.

Vehicle exclusions:

- Vehicles with True Mileage Unknown
- Vehicles to be used for work/commercial purposes
- Theft Recovered Vehicles
- Previous use as Taxi, Police or Delivery Vehicle
- Accident Rebuilds
- TD Auto Finance will finance select vehicles originating from the United States with specific requirements. Please contact your local representative for information.

Funding:

TD Auto Finance funds by email and fax to ensure quick cash flow to your dealership. In many instances funding can be obtained within 24 hours. To see a list of funding documents, refer to the TD Auto Finance Funding Document Checklist.

Preferred customer program:

TD Auto Finance values its customers and offers current customers who have made 12 months of timely and consecutive payments an opportunity to trade in their vehicle with rates starting at 11.99% with the Flex Rate Option, on approved credit.

**To learn more call
1-855-TD AUTO1**



Thank you to our dealer partners for ranking TD Auto Finance "#1 in Dealer Satisfaction among Non-Captive Non-Prime Lenders with Retail Credit" eight years in a row!¹

* Rates as low as 11.99% are promotional rates for customers that meet TD's promotional credit criteria. Higher rates apply for older model year vehicles. For more information, please talk to your Dealer Relationship Manager.

¹ You will earn Aeroplan® points under the TDAF Rewards Program based on the Aeroplan points earn rate in the applicable TDAF bulletin for every eligible deal you close and that TDAF funds. Certain manufacturer sub-vented contracts are not eligible for the TDAF Rewards Program. Please contact your Dealer Relationship Manager for full details about the TDAF Rewards Program. Aeroplan points are subject to the Aeroplan Program terms and conditions. For more information about the Aeroplan Program, including how to enroll, please visit www.aeroplan.com/aeroplan. All trademarks are the property of their respective owners. The Aeroplan Program is a loyalty rewards and recognition program operated by Air Canada's subsidiary Aeroplan Inc. Visit aircanada.com/aeroplan/termsandconditions for complete terms and conditions of the Aeroplan Program. The TD logo and other trade-marks are the property of The Toronto-Dominion Bank. TD Auto Finance reserves the right to chargeback the dealer reserve within 180 days of the loan advance date, or at any time in connection with a breach of the Dealer Agreement or TDAF's reserve policy.

¹ TD Auto Finance received the highest score in the retail non-captive segment (2018-2021), and the retail non-captive non-prime segment (2022-2025) in the J.D. Power Canada Dealer Financing Satisfaction Studies, which measure Canadian auto dealers' satisfaction with their auto finance providers. Visit jdpower.com/awards for more details.

TD Auto Finance

