



Wholesale Loan Rates for New & Used On-Road Motorcycles - Effective 3/18/2026

Eligible States: AL, AR, AZ, CA, CO, DC, GA, IA, ID, IL, IN, KS, MD, ME, MI, MN, MO, MS, MT, NC, ND, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, WA, WI, WV, WY

Tier	Term	Minimum Loan Amount	0% - 9.99% Down Payment	10% - 19.99% Down Payment	20% - 24.99% Down Payment	25% + Down Payment	Dealer Fee	VSI	Front LTV	Back-End
740+ Tier 1	24-84 months	\$ 5,000	12.09%	11.89%	11.69%	11.49%	None	\$ 99	130%	20%
739 -700 Tier 2	24-84 months	\$ 5,000	12.59%	12.39%	12.19%	11.99%	None	\$ 99	130%	20%
699 - 680 Tier 3	24-84 months	\$ 5,000	13.84%	13.64%	13.44%	13.24%	None	\$ 199	130%	20%
679 - 660 Tier 4	24-78 months	\$ 5,000	16.09%	15.89%	15.69%	15.49%	None	\$ 199	125%	20%

***** Rates are subject to state maximums. Maximum rate is 18.00%. Not all applicants will qualify for rates shown. Approval offers may include increased rates and/or other terms *****

DEALER PARTICIPATION

Dealer Flat (No Mark-up):	For Tiers 1-4 (660 credit score and up), loans with no mark up are paid a flat 3.0% on the amount financed. Dealer flat payouts are charged back if paid in full within 180 days.
Dealer Mark-up:	For Tiers 1-4 (660 credit score and up), up to 3.0% over the published Loan Buy Rate is permitted, subject to state usury laws. Loans funded above the buy rate will be paid according to a 70% to Dealer and 30% to Lender split for the entire term of the loan. To ensure the dealer is paid the appropriate participation, verify the correct buy rate is used when submitting funding packages. Dealer mark-ups are charged back if paid in full within 180 days.

GUIDELINES

Underwriting Stipulations:	Underwriting stipulations are assigned based on credit tier and underwriter judgmental decision. Decisions are subject to paying off any open-active existing Ironhorse Funding Loan. Exceptions by executive management.	
Eligible Makes and Models:	Eligible Makes: Aprilia, Benelli, BMW, Buel, CanAm, CFMOTO, Ducati, Energica, Harley-Davidson, Honda, Husqvarna, Indian, Janus, Kawasaki, Koller, KTM, Land Moto, Live Wire, Maeving, Moto Morini, Motoguzzi, MV Augusta, Pave, Rewacco, Royal Enfield, Slingshot, Spyder, Stark, Suzuki, Triumph, Victory, Yamaha, Zero. Eligible Models: On-road motorcycles. Models 250CC to 599CC, add 1% to interest rate.	
Advance New & Used:	MAXIMUM AMOUNT FINANCED: Tiers 1 - 3: 130% Tiers 4: 125% Base MSRP NEW and Retail on USED + 20% for approved back end products plus VSI and GAP not included in the LTV calculation.	
Down Payment:	A minimum down payment is required based on Credit Score and Term (cash or trade or product cancellation of vehicle sale price). Tiers 1 - 2: 0% minimum Tiers 3 - 4: 5% minimum Factory rebates on Tiers 1-4 acceptable toward cash down payment. Negative equity must be brought to zero with cash down payment. No negative equity financed.	
New/Used Definition:	NEW: Applies to any 2025 motorcycle model that has fewer than 2,000 miles on the odometer as well as any 2024, 2023 or 2022 motorcycle model that is untitled. USED: Applies to any 2005-2021 Harley-Davidson motorcycle with over 2,000 miles on the odometer or that is previously titled. Applies to any Indian 2014 or newer. Applies to all other eligible makes up to 10 years old with over 2,000 miles on the odometer or any bike previously titled.	
Term:	Tiers 1 - 3: 24 to 84 months, all models except Sportster models (Max Term 78 months). Tier 4: 24 to 78 months, all models except Sportster models (Max Term 72 months). See list below of Sportster models. Less than 20% down payment, term may be reduced by 6 months at underwriter's discretion.	Maximum Term 84 months, \$15,000 minimum balance Maximum Term 78 months, \$10,000 minimum balance Maximum Term 72 months, \$7,500 minimum balance Maximum Term 66 months, \$6,500 minimum balance Maximum Term 60 months, \$5,000 minimum balance
Back-End:	All backend adds must be refundable and lender-approved. VSC - new vehicle, max selling price of \$4,900 and minimum term of 48 months. VSC - used vehicle, max selling price of \$4,900 and minimum term of 36 months. GAP max selling price of \$995, subject to state max. Min 150% LTV coverage. No GAP in MA. In CO, max GAP \$300 or 2% of amount financed (whichever is greater.) Tire & Wheel max selling price of \$995.	
Insurance Coverage:	Verification of physical damage is required with a loss payable Endorsement. \$1,000 max deductible. Lien/Insurance Address: Ironhorse Funding LLC, 400 E Las Colinas Blvd Suite 500, Irving, TX 75039	
Amount Financed:	Minimum: \$5,000 Maximum: \$35,000. Up to \$50,000 on Tiers 1 - 3.	
Max Miles at Inception:	30,000; up to 50,000 with executive management approval.	
Thin File:	When the applicant and/or co-applicant has fewer than 4 qualified tradelines and less than 2 years in the credit bureau file, then the applicant(s) are considered to have a Thin File and will be considered for the First Time Buyer Program.	
First Time Buyer:	Maximum loan amount \$15,000; maximum term 72 months; maximum advance 110%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.	
Minimum Income:	Individual: \$2,500 per month Joint: \$4,000 per month.	
VSI:	VSI will be passed along to the customer as part of financing. No VSI for AL, CO, IL, IN, ME, MO, MI, MN, NJ, NM, OR, MT, PA, SD, TX, WA, WI, WY	
Trade-In:	Trade-in must be based on the market value of a titled vehicle. If negative equity occurs, the down payment must be sufficient to meet LTV guidelines.	
Sportster Models:	Not eligible for max terms: Harley-Davidson XL models (sportster) Excluding 2022 Sportster S water cooled edition, G models (street). Indian Scout. Triumph Tiger Sport 600, Tiger 850 Sport, Trident 660, Street Twin, Street Twin EC1, Street Scrambler, Scrambler Gold Line, Bonneville T100, T100 Gold Line. Metric brands all models under 1000 CC.	
Ineligible:	No straw purchases. No co-signers, however, qualified same-household co-borrowers are eligible.	

Stipulations	Tier 1	Tier 2	Tier 3	Tier 4
Credit Score	740+	739 -700	699 - 680	679 - 660
YTD Paystub			✓	✓
Prior & Current YTD Paystub			✓	✓
Most Recent Bank Statement				
Previous 2 Years' Tax Returns	Self Employed	Self Employed	Self Employed	Self Employed
Current Driver's License	✓	✓	✓	✓
Proof of Residence				✓
References	✓	✓	✓	✓



Wholesale Loan Rates for New & Used On-Road Motorcycles - Effective 3/18/2026

CONNECTICUT

Tier	Term	Minimum Loan Amount	0% - 9.99% Down Payment	10% - 19.99% Down Payment	20% - 24.99% Down Payment	25% + Down Payment	Dealer Fee	VSI	Front LTV	Back-End
740+ Tier 1	24-84 months	\$ 5,000	12.09%	11.89%	11.69%	11.49%	None	\$ 99	130%	20%
739 - 700 Tier 2	24-84 months	\$ 5,000	12.59%	12.39%	12.19%	11.99%	None	\$ 99	130%	20%
699 - 680 Tier 3	24-84 months	\$ 5,000	13.84%	13.64%	13.44%	13.24%	None	\$ 199	130%	20%
679 - 660 Tier 4	24-78 months	\$ 5,000	16.09%	15.89%	15.69%	15.49%	None	\$ 199	125%	20%

***** Rates are subject to state maximums. Maximum rate is 18.00%. Not all applicants will qualify for rates shown. Approval offers may include increased rates and/or other terms *****

Rates are subject to CT state maximums. New & Current Model Year Maximum Rate is 14.99%. For 1 to 3 Calendar Years Maximum Rate is 16.99%.

DEALER PARTICIPATION

Dealer Flat (No Mark-up):	For Tiers 1-4 (660 credit score and up), loans with no mark up are paid a flat 3.0% on the amount financed. Dealer flat payouts are charged back if paid in full within 180 days.
Dealer Mark-up:	For Tiers 1-4 (660 credit score and up), up to 3.0% over the published Loan Buy Rate is permitted, subject to state usury laws. Loans funded above the buy rate will be paid according to a 70% to Dealer and 30% to Lender split for the entire term of the loan. To ensure the dealer is paid the appropriate participation, verify the correct buy rate is used when submitting funding packages. Dealer mark-ups are charged back if paid in full within 180 days.

GUIDELINES

Underwriting Stipulations:	Underwriting stipulations are assigned based on credit tier and underwriter judgmental decision. Decisions are subject to paying off any open-active existing Ironhorse Funding Loan. Exceptions by executive management.	
Eligible Makes and Models:	Eligible Makes: Aprilia, Benelli, BMW, Buel, CanAm, CFMOTO, Ducati, Energica, Harley-Davidson, Honda, Husqvarna, Indian, Janus, Kawasaki, Kollter, KTM, Land Moto, Live Wire, Maeving, Moto Morini, Motoguzzi, MV Augusta, Pave, Rewacco, Royal Enfield, Slingshot, Spyder, Stark, Suzuki, Triumph, Victory, Yamaha, Zero. Eligible Models: On-road motorcycles. Models 250CC to 599CC, add 1% to interest rate.	
Advance New & Used:	MAXIMUM AMOUNT FINANCED: Tiers 1 - 3: 130% Tiers 4: 125% Base MSRP NEW and Retail on USED + 20% for approved back end products plus VSI and GAP not included in the LTV calculation.	
Down Payment:	A minimum down payment is required based on Credit Score and Term (cash or trade or product cancellation of vehicle sale price). Tiers 1 - 2: 0% minimum Tiers 3 - 4: 5% minimum Factory rebates on Tiers 1-4 acceptable toward cash down payment. Negative equity must be brought to zero with Cash Down Payment - No negative equity financed.	
New/Used Definition:	NEW: Applies to any 2025 motorcycle model that has fewer than 2,000 miles on the odometer as well as any 2024, 2023 or 2022 motorcycle model that is untitled. USED: Applies to any 2005-2021 Harley-Davidson motorcycle with over 2,000 miles on the odometer or that is previously titled. Applies to any Indian 2014 or newer. Applies to all other eligible makes up to 10 years old with over 2,000 miles on the odometer or any bike previously titled.	
Term:	Tiers 1 - 3: 24 to 84 months, all models except Sportster models (Max Term 78 months). Tier 4: 24 to 78 months, all models except Sportster models (Max Term 72 months). See list below of Sportster models. Less than 20% down payment, term may be reduced by 6 months at underwriter's discretion.	Maximum Term 84 months, \$15,000 minimum balance Maximum Term 78 months, \$10,000 minimum balance Maximum Term 72 months, \$7,500 minimum balance Maximum Term 66 months, \$6,500 minimum balance Maximum Term 60 months, \$5,000 minimum balance
Back-End:	All backend adds must be refundable and lender-approved. VSC - new vehicle, max selling price of \$4,900 and minimum term of 48 months. VSC - used vehicle, max selling price of \$4,900 and minimum term of 36 months. GAP max selling price of \$995, subject to state max. Min 150% LTV coverage. No GAP in MA. In CO, max GAP \$300 or 2% of amount financed (whichever is greater.) Tire & Wheel max selling price of \$995.	
Insurance Coverage:	Verification of physical damage is required with a loss payable Endorsement. \$1,000 max deductible. Lien/Insurance Address: Ironhorse Funding LLC, 400 E Las Colinas Blvd Suite 500, Irving, TX 75039	
Amount Financed:	Minimum: \$5,000 Maximum: \$35,000. Up to \$50,000 on Tiers 1 - 3.	
Max Miles at Inception:	30,000; up to 50,000 with executive management approval.	
Thin File:	When the applicant and/or co-applicant has fewer than 4 qualified tradelines and less than 2 years in the credit bureau file, then the applicant(s) are considered to have a Thin-File and will be considered for the First Time Buyer Program.	
First Time Buyer:	Maximum loan amount \$15,000; maximum term 72 months; maximum advance 110%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.	
Minimum Income:	Individual: \$2,500 per month Joint: \$4,000 per month.	
VSI:	VSI will be passed along to the customer as part of financing. No VSI for AL, CO, IL, IN, ME, MO, MI, MN, NJ, NM, OR, MT, PA, SD, TX, WA, WI, WY	
Trade-In:	Trade-in must be based on the market value of a titled vehicle. If negative equity occurs, the down payment must be sufficient to meet LTV guidelines.	
Sportster Models:	Not eligible for max terms: Harley-Davidson XL models (sportster) Excluding 2022 Sportster S water cooled edition, G models (street). Indian Scout. Triumph Tiger Sport 600, Tiger 850 Sport, Trident 660, Street Twin, Street Twin EC1, Street Scrambler, Scrambler Gold Line, Bonneville T100, T100 Gold Line. Metric brands all models under 1000 CC.	
Ineligible:	No straw purchases. No co-signers, however, qualified same-household co-borrowers are eligible.	

Stipulations	Tier 1	Tier 2	Tier 3	Tier 4
Credit Score	740+	739 - 700	699 - 680	679 - 660
YTD Paystub			✓	✓
Prior & Current YTD Paystub			✓	✓
Most Recent Bank Statement				
Previous 2 Years' Tax Returns	Self Employed	Self Employed	Self Employed	Self Employed
Current Driver's License	✓	✓	✓	✓
Proof of Residence				✓
References	✓	✓	✓	✓



Wholesale Loan Rates for New & Used On-Road Motorcycles - Effective 3/18/2026

FLORIDA

Tier	Term	Minimum Loan Amount	0% - 9.99% Down Payment	10% - 19.99% Down Payment	20% - 24.99% Down Payment	25% + Down Payment	Dealer Fee	VSI	Front LTV	Back-End
740+ Tier 1	24-84 months	\$ 5,000	12.09%	11.89%	11.69%	11.49%	None	\$ 99	130%	20%
739 - 700 Tier 2	24-84 months	\$ 5,000	12.59%	12.39%	12.19%	11.99%	None	\$ 99	130%	20%
699 - 680 Tier 3	24-84 months	\$ 5,000	13.84%	13.64%	13.44%	13.24%	None	\$ 199	130%	20%
679 - 660 Tier 4	24-78 months	\$ 5,000	16.09%	15.89%	15.69%	15.49%	None	\$ 199	125%	20%

*** Rates are subject to state maximums. Maximum rate is 18.00%. Not all applicants will qualify for rates shown. Approval offers may include increased rates and/or other terms ***

Class 1. Any new vehicle designated by a model year not earlier than the year in which the sale is made: \$10 per \$100 per year.
 Class 2. Any new vehicle not in Class 1 and any used vehicle designated by a model year not more than 2 years prior to the year in which the sale is made: \$11 per \$100 per year.
 Class 3. Any used vehicle not in Class 2 and designated by a model year not more than 4 years prior to the year in which the sale is made: \$15 per \$100 per year.
 Class 4. Any used vehicle not in Class 2 or Class 3 and designated by a model year more than 4 years prior to the year in which the sale is made: \$17 per \$100 per year.
 Example: Choose the Class based on New vs Used, then Age of Collateral. Then, take the Loan Amount divided by 100, times the \$10, \$11, \$15, or \$17 per \$100 times the term (in years). This will equal the maximum finance charge allowable in Florida. The extended due dates beyond 30 days will increase the finance charge.

DEALER PARTICIPATION

Dealer Flat (No Mark-up):	For Tiers 1-4 (660 credit score and up), loans with no mark up are paid a flat 3.0% on the amount financed. Dealer flat payouts are charged back if paid in full within 180 days.
Dealer Mark-up:	For Tiers 1-4 (660 credit score and up), up to 3.0% over the published Loan Buy Rate is permitted, subject to state usury laws. Loans funded above the buy rate will be paid according to a 70% to Dealer and 30% to Lender split for the entire term of the loan. To ensure the dealer is paid the appropriate participation, verify the correct buy rate is used when submitting funding packages. Dealer mark-ups are charged back if paid in full within 180 days.

GUIDELINES

Underwriting Stipulations:	Underwriting stipulations are assigned based on credit tier and underwriter judgmental decision. Decisions are subject to paying off any open-active existing Ironhorse Funding Loan. Exceptions by executive management.	
Eligible Makes and Models:	Eligible Makes: Aprilia, Benelli, BMW, Buel, CanAm, CFMOTO, Ducati, Energica, Harley-Davidson, Honda, Husqvarna, Indian, Janus, Kawasaki, Koller, KTM, Land Moto, Live Wire, Maeving, Moto Morini, Motoguzzi, MV Augusta, Pave, Rewacco, Royal Enfield, Slingshot, Spyder, Stark, Suzuki, Triumph, Victory, Yamaha, Zero. Eligible Models: On-road motorcycles. Models 250CC to 599CC, add 1% to interest rate.	
Advance New & Used:	MAXIMUM AMOUNT FINANCED: Tiers 1 - 3: 130% Tiers 4: 125% Base MSRP NEW and Retail on USED + 20% for approved back end products plus VSI and GAP not included in the LTV calculation.	
Down Payment:	A minimum down payment is required based on Credit Score and Term (cash or trade or product cancellation of vehicle sale price). Tiers 1 - 2: 0% minimum Tiers 3 - 4: 5% minimum Factory rebates on Tiers 1-4 acceptable toward cash down payment. Negative equity must be brought to zero with Cash Down Payment - No negative equity financed.	
New/Used Definition:	NEW: Applies to any 2025 motorcycle model that has fewer than 2,000 miles on the odometer as well as any 2024, 2023 or 2022 motorcycle model that is untitled. USED: Applies to any 2005-2021 Harley-Davidson motorcycle with over 2,000 miles on the odometer or that is previously titled. Applies to any Indian 2014 or newer. Applies to all other eligible makes up to 10 years old with over 2,000 miles on the odometer or any bike previously titled.	
Term:	Tiers 1 - 3: 24 to 84 months, all models except Sportster models (Max Term 78 months). Tiers 4: 24 to 78 months, all models except Sportster models (Max Term 72 months). See list below of Sportster models. Less than 20% down payment, term may be reduced by 6 months at underwriter's discretion.	Maximum Term 84 months, \$15,000 minimum balance Maximum Term 78 months, \$10,000 minimum balance Maximum Term 72 months, \$7,500 minimum balance Maximum Term 66 months, \$6,500 minimum balance Maximum Term 60 months, \$5,000 minimum balance
Back-End:	All backend adds must be refundable and lender-approved. VSC - new vehicle, max selling price of \$4,900 and minimum term of 48 months. VSC - used vehicle, max selling price of \$4,900 and minimum term of 36 months. GAP max selling price of \$995, subject to state max. Min 150% LTV coverage. No GAP in MA. In CO, max GAP \$300 or 2% of amount financed (whichever is greater.) Tire & Wheel max selling price of \$995.	
Insurance Coverage:	Verification of physical damage is required with a loss payable Endorsement. \$1,000 max deductible. Lien/Insurance Address: Ironhorse Funding LLC, 400 E Las Colinas Blvd Suite 500, Irving, TX 75039	
Amount Financed:	Minimum: \$5,000 Maximum: \$35,000. Up to \$50,000 on Tiers 1 - 3.	
Max Miles at Inception:	30,000; up to 50,000 with executive management approval.	
Thin File:	When the applicant and/or co-applicant has fewer than 4 qualified tradelines and less than 2 years in the credit bureau file, then the applicant(s) are considered to have a Thin-File and will be considered for the First Time Buyer Program.	
First Time Buyer:	Maximum loan amount \$15,000; maximum term 72 months; maximum advance 110%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.	
Minimum Income:	Individual: \$2,500 per month Joint: \$4,000 per month.	
VSI:	VSI will be passed along to the customer as part of financing. No VSI for AL, CO, IL, IN, ME, MO, MI, MN, NJ, NM, OR, MT, PA, SD, TX, WA, WI, WY	
Trade-In:	Trade-in must be based on the market value of a titled vehicle. If negative equity occurs, the down payment must be sufficient to meet LTV guidelines.	
Sportster Models:	Not eligible for max terms: Harley-Davidson XL models (sportster) Excluding 2022 Sportster S water cooled edition, G models (street). Indian Scout. Triumph Tiger Sport 600, Tiger 850 Sport, Trident 660, Street Twin, Street Twin EC1, Street Scrambler, Scrambler Gold Line, Bonneville T100, T100 Gold Line. Metric brands all models under 1000 CC.	
Ineligible:	No straw purchases. No co-signers, however, qualified same-household co-borrowers are eligible.	

Stipulations	Tier 1	Tier 2	Tier 3	Tier 4
Credit Score	740+	739 - 700	699 - 680	679 - 660
YTD Paystub			✓	✓
Prior & Current YTD Paystub			✓	✓
Most Recent Bank Statement				
Previous 2 Years' Tax Returns	Self Employed	Self Employed	Self Employed	Self Employed
Current Driver's License	✓	✓	✓	✓
Proof of Residence				✓
References	✓	✓	✓	✓



Wholesale Loan Rates for New & Used On-Road Motorcycles - Effective 3/18/2026

KENTUCKY

Table with columns: Tier, Term, Minimum Loan Amount, 0% - 9.99% Down Payment, 10% - 19.99% Down Payment, 20% - 24.99% Down Payment, 25% + Down Payment, Dealer Fee, VSI, Front LTV, Back-End. Rows include tiers 1-4 with corresponding rates and terms.

*** Rates are subject to state maximums. Maximum rate is 18.00%. Not all applicants will qualify for rates shown. Approval offers may include increased rates and/or other terms ***

Class 1 is 17.90% Maximum.

Class 1. Any new or used vehicle designated by a model year not earlier than the year in which the sale is made.

Class 2. Any new vehicle not in Class 1 and any used vehicle designated by a model year not more than 2 years prior to the year in which the sale is made.

Class 3. Any vehicle not in Class 1 or Class 2.

DEALER PARTICIPATION

Table with 2 columns: Dealer Flat (No Mark-up) and Dealer Mark-up. Describes loan terms and dealer participation rules for different tiers.

GUIDELINES

Table with 2 columns: Guideline Category and Description. Categories include Underwriting Stipulations, Eligible Makes and Models, Advance New & Used, Down Payment, New/Used Definition, Term, Back-End, Insurance Coverage, Amount Financed, Max Miles at Inception, Thin File, First Time Buyer, Minimum Income, VSI, Trade-In, Sportster Models, and Ineligible.

Table with columns: Stipulations, Tier 1, Tier 2, Tier 3, Tier 4. Lists various stipulations like Credit Score, YTD Paystub, and references across different credit tiers.



Wholesale Loan Rates for New & Used On-Road Motorcycles - Effective 3/18/2026

NEW YORK

Tier	Term	Minimum Loan Amount	0% - 9.99% Down Payment	10% - 19.99% Down Payment	20% - 24.99% Down Payment	25% + Down Payment	Dealer Fee	VSI	Front LTV	Back-End
740+ Tier 1	24-84 months	\$ 5,000	12.09%	11.89%	11.69%	11.49%	None	\$ 99	130%	20%
739 -700 Tier 2	24-84 months	\$ 5,000	12.59%	12.39%	12.19%	11.99%	None	\$ 99	130%	20%
699 - 680 Tier 3	24-84 months	\$ 5,000	13.84%	13.64%	13.44%	13.24%	None	\$ 199	130%	20%
679 - 660 Tier 4	24-78 months	\$ 5,000	15.99%	15.79%	15.59%	15.39%	None	\$ 199	125%	20%

*** Rates are subject to state maximums. Not all applicants will qualify for rates shown. Approval offers may include increased rates and/or other terms ***

State maximum is 15.99% Rate/APR.

DEALER PARTICIPATION

Dealer Flat (No Mark-up):	For Tiers 1-4 (660 credit score and up), loans with no mark up are paid a flat 3.0% on the amount financed. Dealer flat payouts are charged back if paid in full within 180 days.
Dealer Mark-up:	For Tiers 1-4 (660 credit score and up), up to 3.0% over the published Loan Buy Rate is permitted, subject to state usury laws. Loans funded above the buy rate will be paid according to a 70% to Dealer and 30% to Lender split for the entire term of the loan. To ensure the dealer is paid the appropriate participation, verify the correct buy rate is used when submitting funding packages. Dealer mark-ups are charged back if paid in full within 180 days.

GUIDELINES

Underwriting Stipulations:	Underwriting stipulations are assigned based on credit tier and underwriter judgmental decision. Decisions are subject to paying off any open-active existing Ironhorse Funding Loan. Exceptions by executive management.	
Eligible Makes and Models:	<p>Eligible Makes: Aprilia, Benelli, BMW, Buel, CanAm, CFMOTO, Ducati, Energica, Harley-Davidson, Honda, Husqvarna, Indian, Janus, Kawasaki, Kollter, KTM, Land Moto, Live Wire, Maeving, Moto Morini, Motoguzzi, MV Augusta, Pave, Rewacco, Royal Enfield, Slingshot, Spyder, Stark, Suzuki, Triumph, Victory, Yamaha, Zero.</p> <p>Eligible Models: On-road motorcycles. Models 250CC to 599CC, add 1% to interest rate.</p>	
Advance New & Used:	<p>MAXIMUM AMOUNT FINANCED:</p> <p>Tiers 1 - 3: 130%</p> <p>Tiers 4: 125%</p> <p>Base MSRP NEW and Retail on USED + 20% for approved back end products plus VSI and GAP not included in the LTV calculation.</p>	
Down Payment:	<p>A minimum down payment is required based on Credit Score and Term (cash or trade or product cancellation of vehicle sale price).</p> <p>Tiers 1 - 2: 0% minimum</p> <p>Tiers 3 - 4: 5% minimum</p> <p>Factory rebates on Tiers 1-4 acceptable toward cash down payment.</p> <p>Negative equity must be brought to zero with Cash Down Payment - No negative equity financed.</p>	
New/Used Definition:	<p>NEW: Applies to any 2025 motorcycle model that has fewer than 2,000 miles on the odometer as well as any 2024, 2023 or 2022 motorcycle model that is untitled.</p> <p>USED: Applies to any 2005-2021 Harley-Davidson motorcycle with over 2,000 miles on the odometer or that is previously titled.</p> <p>Applies to any Indian 2014 or newer.</p> <p>Applies to all other eligible makes up to 10 years old with over 2,000 miles on the odometer or any bike previously titled.</p>	
Term:	<p>Tiers 1 - 3: 24 to 84 months, all models except Sportster models (Max Term 78 months).</p> <p>Tier 4: 24 to 78 months, all models except Sportster models (Max Term 72 months).</p> <p>See list below of Sportster models.</p> <p>Less than 20% down payment, term may be reduced by 6 months at underwriter's discretion.</p>	<p>Maximum Term 84 months, \$15,000 minimum balance</p> <p>Maximum Term 78 months, \$10,000 minimum balance</p> <p>Maximum Term 72 months, \$7,500 minimum balance</p> <p>Maximum Term 66 months, \$6,500 minimum balance</p> <p>Maximum Term 60 months, \$5,000 minimum balance</p>
Back-End:	<p>All backend adds must be refundable and lender-approved.</p> <p>VSC - new vehicle, max selling price of \$4,900 and minimum term of 48 months.</p> <p>VSC - used vehicle, max selling price of \$4,900 and minimum term of 36 months.</p> <p>GAP max selling price of \$995, subject to state max. Min 150% LTV coverage. No GAP in MA. In CO, max GAP \$300 or 2% of amount financed (whichever is greater.)</p> <p>Tire & Wheel max selling price of \$995.</p>	
Insurance Coverage:	<p>Verification of physical damage is required with a loss payable Endorsement. \$1,000 max deductible.</p> <p>Lien/Insurance Address: Ironhorse Funding LLC, 400 E Las Colinas Blvd Suite 500, Irving, TX 75039</p>	
Amount Financed:	<p>Minimum: \$5,000 Maximum: \$35,000. Up to \$50,000 on Tiers 1 - 3.</p>	
Max Miles at Inception:	<p>30,000; up to 50,000 with executive management approval.</p>	
Thin File:	<p>When the applicant and/or co-applicant has fewer than 4 qualified tradelines and less than 2 years in the credit bureau file, then the applicant(s) are considered to have a Thin-File and will be considered for the First Time Buyer Program.</p>	
First Time Buyer:	<p>Maximum loan amount \$15,000; maximum term 72 months; maximum advance 110%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.</p>	
Minimum Income:	<p>Individual: \$2,500 per month Joint: \$4,000 per month.</p>	
VSI:	<p>VSI will be passed along to the customer as part of financing. No VSI for AL, CO, IL, IN, ME, MO, MI, MN, NJ, NM, OR, MT, PA, SD, TX, WA, WI, WY</p>	
Trade-In:	<p>Trade-in must be based on the market value of a titled vehicle. If negative equity occurs, the down payment must be sufficient to meet LTV guidelines.</p>	
Sportster Models:	<p>Not eligible for max terms: Harley-Davidson XL models (sportster) Excluding 2022 Sportster S water cooled edition, G models (street). Indian Scout. Triumph Tiger Sport 600, Tiger 850 Sport, Trident 660, Street Twin, Street Twin EC1, Street Scrambler, Scrambler Gold Line, Bonneville T100, T100 Gold Line. Metric brands all models under 1000 CC.</p>	
Ineligible:	<p>No straw purchases. No co-signers, however, qualified same-household co-borrowers are eligible.</p>	

Stipulations	Tier 1	Tier 2	Tier 3	Tier 4
Credit Score	740+	739 -700	699 - 680	679 - 660
YTD Paystub			✓	✓
Prior & Current YTD Paystub			✓	✓
Most Recent Bank Statement				
Previous 2 Years' Tax Returns	Self Employed	Self Employed	Self Employed	Self Employed
Current Driver's License	✓	✓	✓	✓
Proof of Residence				✓
References	✓	✓	✓	✓