



Wholesale Loan Rates for New & Used Powersports and Personal Watercraft - 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	\$ 1,000	13.59%	13.39%	13.19%	12.99%	None	\$ 199	125%	20%
739 -700 Tier 2	24-84 months	\$ 1,000	14.09%	13.89%	13.69%	13.49%	None	\$ 199	125%	20%
699 - 680 Tier 3	24-84 months	\$ 1,000	15.34%	15.14%	14.94%	14.74%	None	\$ 299	125%	20%
679 - 660 Tier 4	24-78 months	\$ 1,000	17.59%	17.39%	17.19%	16.99%	None	\$ 299	120%	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: Arctic Cat, Beta, CanAm, CFMOTO, Enduro, GASGAS, Hisun, Honda, Husqvarna, John Deere, Kawasaki, KTM, KYMCO, Landmaster, Mahindra, ODES, Polaris, Sea-Doo, Segway Powersports, Stark, Suzuki, Triumph Powersports, Ventus, Volcon, Yamaha and other off-road purchases. Eligible Models: If applicable, 250CC minimum.
Advance New & Used:	MAXIMUM AMOUNT FINANCED: Tiers 1 - 3: 125% Tiers 4: 120% 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 model as well as any 2024, 2023, or 2022 model model that is untitled. USED: Applies to all other eligible makes up to 15 years old.
Term:	Tiers 1 - 3: 24 to 84 months on all models. Tiers 4: 24 to 78 months on all models. 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; Maximum Term 48-months, \$2,200 minimum balance; Maximum Term 36-months, \$1,800 minimum balance; Maximum Term 24-months, \$1,300 minimum balance; and Maximum Term 12-months, \$1,000 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: \$1,000 Maximum: \$50,000 Tier 1 and Tier 2. \$30,000 Tier 3 and Tier 4.
Max Miles at Inception:	If Applicable: 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 \$12,500; maximum term 66 months; maximum advance 100%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.
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
Minimum Income:	Individual: \$3,000 per month Joint: \$4,000 per month.
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.
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 Powersports and Personal Watercraft - Effective 3/18/2026

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New & Current Model Year Maximum Rate is 14.99%.
For 1 to 3 Calendar Years Maximum Rate is 16.99%.

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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 \$12,500; maximum term 66 months; maximum advance 100%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.
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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 Powersports and Personal Watercraft - 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	\$ 1,000	13.59%	13.39%	13.19%	12.99%	None	\$ 199	125%	20%
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Any new or used Off Road vehicle or personal watercraft: \$12 per \$100 per year.

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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 Powersports and Personal Watercraft - Effective 3/18/2026

KENTUCKY

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
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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

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Proof of Residence				✓
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Maximum 15.99% Rate/APR.

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Term:	Tiers 1 - 3: 24 to 84 months on all models. Tiers 4: 24 to 78 months on all models. 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; Maximum Term 48-months, \$2,200 minimum balance; Maximum Term 36-months, \$1,800 minimum balance; Maximum Term 24-months, \$1,300 minimum balance; and Maximum Term 12-months, \$1,000 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: \$1,000 Maximum: \$50,000 Tier 1 and Tier 2. \$30,000 Tier 3 and Tier 4.
Max Miles at Inception:	If Applicable: 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 \$12,500; maximum term 66 months; maximum advance 100%; 20% minimum down payment. Assigned Tier 7 pricing, VSI and dealer fee.
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
Minimum Income:	Individual: \$3,000 per month Joint: \$3,500 per month.
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.
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	✓	✓	✓	✓