



# TESLA LEASING HIGHLIGHTS

## OVERVIEW

The Tesla Lease brings the ease, simplicity and lower upfront cash outlay and monthly payments of leasing to all Tesla customers. In particular, it is designed to be user friendly at every step beginning with being able to clearly see an estimated monthly lease payment as the vehicle is being configured on our website, continuing with low monthly payments, and concluding with a short, plain language, and consumer friendly lease agreement.

## FOR INFORMATION ONLY

The below is presented for information only. The terms and conditions of the actual lease agreement, including any state-specific disclosures, limitations and requirements applicable to the specific lease transaction, shall prevail. This information is subject to change without notice. Leases are subject to credit approval and not everyone will qualify.

## KEY TERMS

Term	36 months
Residual Value	52 - 63% depending on model/equipment/mileage (industry standard residuals + \$7,500)
Money Factor	0.001700 (this may not measure the overall cost of financing this lease)
Mileage Allowance	High Mileage: 15,000 per year / 45,000 total Standard Mileage: 12,000 per year / 36,000 total Low Mileage: 10,000 per year / 30,000 total
Acquisition Fee	\$695 payable at lease signing
Security Deposit	No security deposit is required

## OTHER FINANCIAL TERMS

Minimum Due at Signing	\$5,000 total (inclusive of \$2,500 deposit)
Disposition Fee	\$395 if vehicle is returned at scheduled end of lease
Purchase Fee	\$350 in addition to purchase option cost if vehicle is purchased at scheduled end of lease
Purchase Option	Vehicle can be purchased at scheduled lease end for residual value (plus purchase fee, any additional applicable fees, taxes, amounts still due under the lease, etc.)
Excess Mileage Charge	\$0.25 per mile in excess of mileage allowance
Late Payment Charge	\$25
Returned Payment Charge	\$20
Federal Tax Credit	Goes to lessor; added to residual which reduces payments by \$7,500 over lease term
State EV Incentives	Most states allow local EV incentives to be claimed by the lessee

## INSURANCE

Minimum Coverages (unless subject to different state-specific terms)	\$50,000 for property damage \$300,000 for bodily injuries to any one person \$500,000 for any one accident Physical damage insurance for full value of vehicle
Maximum Deductible	\$1,000

## EXCESS WEAR PROVISION

We have based the Monthly Payment on the assumption that you will not subject the Vehicle to excess wear and use. You agree not to expose the Vehicle to excess wear and use. If you do so and if you do not purchase the Vehicle at the scheduled end of the Lease Term, you agree to pay us the amount that it would cost to make all repairs to the Vehicle that are not the result of normal wear whether or not we, in our sole discretion, actually make the repairs. Any excess wear and use assessed at scheduled termination of this Lease will be based upon an estimate of the repair cost unless we actually make the repairs.

Excess wear and use includes, but is not limited to, the amount it would cost to repair: (1) inoperative mechanical parts, including power accessories; (2) dented, scratched, chipped or rusted areas on the body; (3) mismatched paint or any special identification mark; (4) cracked, scratched, pitted or chipped windows, broken or discolored windows or inoperative window mechanisms; (5) broken headlight lenses or sealed beams; (6) scratches more than two inches long through the chrome on bumpers or bumper dents; (7) broken grills or dents in the grille; (8) single dents or a series of dents on other trim parts, including headlight and tail light bezels; (9) electronic malfunctions; (10) seats, seat belts, headlining, dashboards, door panels or carpeting which is torn or damaged beyond ordinary wear and tear or is burned; (11) major fluid leaks; (12) damaged exhaust systems; (13) damage from flood, water, hail or sand; (14) damage which makes the Vehicle either unsafe or unlawful to operate; (15) all damage which would be covered by the required comprehensive, collision and upset insurance whether or not such insurance actually is in force; and (16) the Vehicle to restore any original equipment or accessories which were removed or altered during the Lease Term.

Excess wear and use also includes, but is not limited to, the amount it would cost to replace: (i) any tire not part of a matching set of five tires (or four with emergency "doughnut" spare if initially so equipped); (ii) any tires with less than 1/8 inch of tread remaining at the shallowest point; (iii) any tire with gouged, cut, torn or plugged sidewalls; (iv) any missing or dented parts, accessories and adornments, including bumpers, jacks, ornamentation, aerials, hubcaps, chrome stripping, rear view mirrors, radio and stereo components or spare tire; or (v) any parts which are not original manufacturer equipment or of equal quality and design.

## AMOUNT DUE AT SIGNING

- |                         |   |
|-------------------------|---|
| - Down Payment          | - Acquisition Fee                                       |
| - First Monthly Payment | - Title, Registration, License and other Fees and Taxes |