

In my initial letter to you, I shared that NextGear Capital was working on a relief package which would be circulated as soon as it was finalized. My leadership team and I understand that we have the unique opportunity to assist with some of the issues our clients may currently be facing.

I want to reiterate that I truly believe the best way to get through the current crisis is by coming together as an automotive community. We are here to support you during this period and in the future when it's time to get back to business as usual. To that end, effective **Monday, March 23, and for a period of 30 days thereafter**, for all NextGear Capital dealers in good standing we are taking the following steps:

- **Base Rate Reduction by 50 Basis Points**
- **Deferred Curtailment & Extension payments for Eligible Floorplan Advances**
- **No Late Fees**
- **No Collateral Audit Reconciliation Fees**
- **No First Extension Fees**
- **No Full or Partial Waiver Fee tied to Curtailments or Extensions**
- **No Collateral Audit Fees**

Given the current economic environment, NextGear Capital anticipates a slow-down in business. The temporary measures set forth above will hopefully alleviate some of that pain. Rest assured that NextGear Capital is prepared to continue providing our dealers with the ability to finance their transactions. However, in an effort to create an optimal future state for when this crisis passes, please be advised that it will be within the context of new credit availability guidelines.

Additionally, NextGear Capital must and will continue to conduct inventory audits but we will be making adjustments to the process to reduce any undue burden and disruption to your business during this critical time. Your Portfolio Manager will be available to assist with your questions and support you on needs that may arise. It is our anticipation that this period will be short lived, and we can all return to business as usual very soon.

It is my genuine hope that the actions we are taking can provide some relief and assistance to your business and eliminate at least a marginal amount of stress. My leadership team and I will continue monitoring the economic impact as we look for ways to provide aid and support for our dealers during this unprecedented time.

Please continue reaching out to your Portfolio Manager with any needs or questions you may have and know that the entire NextGear Capital family has you all in our thoughts.

Sincerely,



Scott Maybee  
President, NextGear Capital