



April 23, 2020

Last week I shared that NextGear Capital would be extending our dealer relief package through the end of the month and as promised, I'm following up today about what's next. It is impossible to fully plan for a crisis like this, but I assure you my team and I are doing all that we can to monitor the situation and make real-time decisions that best support our dealers.

We deferred more than 160,000 payments for our dealers in the first 30 days of our relief program, proudly providing our customers with assistance when it was most needed. It is my genuine hope that we can continue to positively impact you and the communities you serve.

As we considered the second wave of relief, it was important to my team and me that we delivered more of what truly mattered to you. While suspension of certain fees was appreciated, we understand that deferred Curtailment and Extension payments were key to mitigating pressures on your cash flow and business during this crisis.

With that said, while NextGear Capital's original dealer relief program will expire April 30, 2020, NextGear Capital will, from now until Sunday, May 31, 2020, leave the Base Rate reduction in place and continue to defer Curtailment and Extension payments for eligible Floorplan Advances, for all NextGear Capital dealers in good standing. We will continue to monitor this crisis and are committed to supporting our clients through this time.

Please continue reaching out to your Portfolio Manager with any needs or questions you may have. Best wishes for continued safety and health for you, your families and employees.

A handwritten signature in black ink, appearing to read "Scott Maybee".

Scott Maybee
President, NextGear Capital