

# Trane Dealer Promotional Pricing Sheet for Wells Fargo Home Projects Credit Card Program

COMFORT SPECIALIST DEALERS WHO DID NOT CHOOSE "CONSUMER FINANCE GROWTH BENEFIT" RECEIVE NON-TCS RATES

PRICING IN ACCORDANCE WITH THIS PROGRAM IS STRICTLY BASED ON USE OF THE CORRECT PLAN CODES LISTED HEREIN.



FINANCING: EFFECTIVE SEPTEMBER 2, 2024

PLAN CODE	SPECIAL RATE WITH EQUAL MONTHLY PAYMENTS <sup>1,4</sup>	Premier	Prime	Select	NON-TCS
		3.5% Buy-Down	2.5% Buy-Down	1% Buy-Down	
		PREMIER Discount Rate AFTER BUYDOWN <sup>2</sup>	PRIME Discount Rate AFTER BUYDOWN <sup>2</sup>	SELECT Discount Rate AFTER BUYDOWN <sup>2</sup>	Discount Rate <sup>2</sup>
0124	Special Rate of 0% APR with 24 equal monthly payments	8.19%	9.19%	10.69%	11.69%
0136	Special Rate of 0% APR with 36 equal monthly payments	10.86%	11.86%	13.36%	14.36%
0148	Special Rate of 0% APR with 48 equal monthly payments	12.94%	13.94%	15.44%	16.44%
0154	Special Rate of 0% APR with 54 equal monthly payments	14.08%	15.08%	16.58%	17.58%
0160	Special Rate of 0% APR with 60 equal monthly payments	15.23%	16.23%	17.73%	18.73%
0172	Special Rate of 0% APR with 72 equal monthly payments	17.63%	18.63%	N/A	N/A
0499	Special Rate of 4.99% APR with 48 equal monthly payments (2.33% payment factor)	7.23%	8.23%	9.73%	10.73%
0399	Special Rate of 3.99% APR with 60 equal monthly payments (1.86% payment factor)	8.59%	9.59%	11.09%	12.09%
<b>LONG TERM SPECIAL RATE WITH EQUAL PAYMENTS<sup>1,4</sup> \$7,500 MINIMUM FINANCE AMOUNT</b>					
3693	Special Rate of 7.99% APR with 96 equal monthly payments (1.42% payment factor)	6.55%	7.55%	9.05%	10.05%
3688	Special Rate of 7.99% APR with 108 equal monthly payments (1.31% payment factor)	7.55%	8.55%	10.05%	11.05%
3689	Special Rate of 7.99% APR with 120 equal monthly payments (1.22% payment factor)	8.55%	9.55%	11.05%	12.05%
3690	Special Rate of 9.99% APR with 96 equal monthly payments (1.52% payment factor)	1.30%	2.30%	3.80%	4.80%
3691	Special Rate of 9.99% APR with 108 equal monthly payments (1.41% payment factor)	1.80%	2.80%	4.30%	5.30%
3692	Special Rate of 9.99% APR with 120 equal monthly payments (1.32% payment factor)	2.30%	3.30%	4.80%	5.80%
<b>NO INTEREST IF PAID IN FULL WITH REGULAR MONTHLY PAYMENTS<sup>1,3</sup></b>					
0006	No Interest if Paid in Full within 6 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	0.40%	1.40%	2.90%	3.90%
0012	No Interest if Paid in Full within 12 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	3.15%	4.15%	5.65%	6.65%
0015	No Interest if Paid in Full within 15 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	3.34%	4.34%	5.84%	6.84%
0018	No Interest if Paid in Full within 18 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	3.95%	4.95%	6.45%	7.45%
<b>SPECIAL RATE WITH CUSTOM MONTHLY PAYMENTS<sup>1,4</sup></b>					
0390	Special Rate of 3.90% APR with monthly payments up to 64 months (1.75% payment factor)	10.26%	11.26%	12.76%	13.76%
0590	Special Rate of 5.90% APR with monthly payments up to 68 months (1.75% payment factor)	6.26%	7.26%	8.76%	9.76%
0790	Special Rate of 7.90% APR with monthly payments up to 72 months (1.75% payment factor)	4.81%	5.81%	7.31%	8.31%
0990	Special Rate of 9.90% APR with monthly payments up to 70 months (1.90% payment factor)	2.86%	3.86%	5.36%	6.36%

RATES ARE SUBJECT TO CHANGE WITHOUT NOTICE. PLEASE BE SURE TO HAVE THE MOST CURRENT RATE SHEET VIA COMFORTSITE.

<sup>1</sup> Please refer to the Credit Card Agreement for details about credit costs and terms for consumers. Additional disclosures are required when advertising and promoting these credit terms. Please refer to the Advertising Guides by visiting the Online Resource Center at wellfargo.com/retail services and selecting "Advertising Resources" from the left navigation. Please refer customers to the Credit Card Agreement for details about credit costs and terms.

<sup>2</sup> The discount rate is the fee charged to you for regular or special terms; it will be deducted from the amount funded to you. We may change the discount rate structure in any way at any time.

<sup>3</sup> This is a deferred interest promotion. This means that if the purchase balance is not paid in full within the special terms promotional period, interest will be charged to the account from the purchase date at the regular APR for Purchases. Making only regular monthly payments will not pay off the purchase balance within the promotional period.

<sup>4</sup> The percentages (payment factors) used to calculate the payment are estimates only. The actual payment amount may vary. For merchant use only.