



Retail Finance Rates for Sakai Equipment

Wells Fargo Equipment Finance | Construction Group
2700 South Price Road (3rd Floor), Chandler, AZ 85286

Effective through September 2025
Please email applications to equipment.finance@wellsfargo.com or fax applications to 1-877-248-6955
For Questions Please Call: 877-248-7007

Full Payout, New Sakai Equipment Rates
No Dealer Participation Required, 0 Advance Payments

Term - Months		24	36	48	60
Customer Rate		6.11%	6.37%	6.51%	6.63%
Payment Factor		0.04437	0.03059	0.02372	0.01963
Dealer Subsidy		0.00%	0.00%	0.00%	0.00%

Full Payout, New Sakai Equipment Rates (0% Program)
Dealer Participation Required & Varies Based on Term, 0 Advance Payments

Term - Months		24	36	48	60
Customer Rate		0.00%	0.00%	0.00%	0.00%
Payment Factor		0.04167	0.02778	0.02083	0.01667
Dealer Subsidy		6.03%	9.10%	12.05%	14.93%

Full Payout, New Sakai Equipment Rates
1% Dealer Participation Required, 0 Advance Payments

Term - Months		24	36	48	60
Customer Rate		5.11%	5.69%	5.99%	6.21%
Payment Factor		0.04392	0.03028	0.02348	0.01943
Dealer Subsidy		1.00%	1.00%	1.00%	1.00%

Full Payout, New Sakai Equipment Rates
2% Dealer Participation Required, 0 Advance Payments

Term - Months		24	36	48	60
Customer Rate		4.11%	5.00%	5.47%	5.78%
Payment Factor		0.04347	0.02997	0.02324	0.01923
Dealer Subsidy		2.00%	2.00%	2.00%	2.00%

Full Payout, New Sakai Equipment Rates
3% Dealer Participation Required (unless noted differently), 0 Advance Payments

Term - Months		24	36	48	60
Customer Rate		3.10%	4.31%	4.94%	5.35%
Payment Factor		0.04303	0.02966	0.02300	0.01903
Dealer Subsidy		3.00%	3.00%	3.00%	3.00%

Other Financing Structures available (initial skips, seasonal skips, leases and other) please contact your Wells Fargo Rep for a Custom Quote
Program terms and rates are subject to change without notice and all subsidized rates & transactions are subject to the approval of Sakai.
Eligible Equipment- New Sakai Heavy Equipment never before retail sold.
Maximum subsidy limited to 120% of dealer invoice price

Please fax applications to 1-877-248-6955 or Email equipment.finance@wellsfargo.com

© 2023 Wells Fargo & Company. All rights reserved.
All transactions are subject to credit approval. Some restrictions may apply. Wells Fargo Equipment Finance is the trade name for certain equipment leasing and finance businesses of Wells Fargo Bank, N.A. and its subsidiaries. PDS-3952601