

# The top 6 benefits of AI-Powered Financing for car dealers



## More approvals | Better experiences | Larger profits

When dealerships offer AI-Powered Financing, they open up a world of affordable credit beyond what FICO and traditional lenders offer.

AI-Powered Financing goes beyond FICO scores to review more than 1,000 unique data points. It beats traditional credit score only lending by considering macroeconomic conditions within its decisions. And it's always learning, getting even better every day with new credit variables and higher accuracy.

Here's how that translates into a better—and more profitable—lending scenario for dealers and a more positive experience for customers.



1

### Instant credit decisions



With only a soft credit pull<sup>1</sup>, get instant credit decisions, saving hours or even days over the traditional method.

Loans can instantly update as terms and prices adjust for the ultimate in smooth customer experiences.

2

### Ditch the steps

More than **70%** of the time, the AI doesn't need steps<sup>2</sup>

Instead, it uses more sources beyond a credit score to verify borrowers.

In rare cases requiring steps, customers easily point, shoot, and upload all from their mobile device, instantly.



3

### Next-day funding



Cash flow is king. The accuracy and speed of AI means funding can happen as soon as the next business day<sup>3</sup>.

Accelerate the speed of contracts in transit to get customers behind the wheel and money in your pocket sooner.

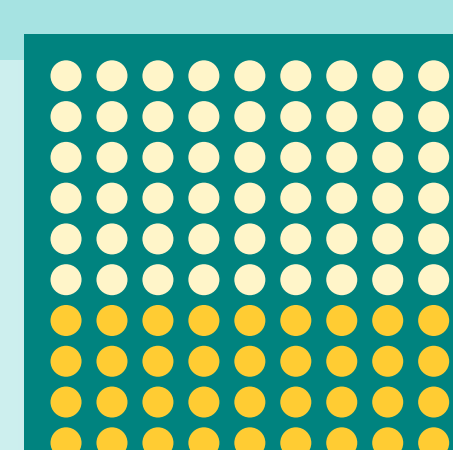


4

### More customers



Upstart's AI-Powered Financing is the only offer on **over 25% of deals submitted** via Real Time Approvals<sup>3</sup>



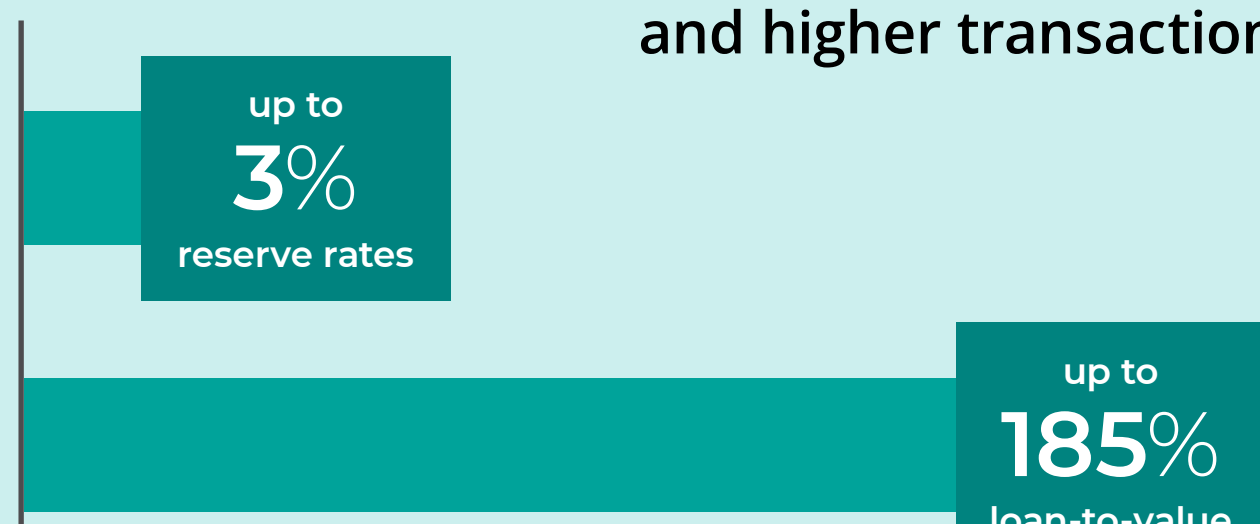
Make more sales while becoming a trusted community resource for reliable vehicles and affordable credit.

5

### Lower rates = higher PVRs

In 74% of decisions, AI-Powered Financing comes in with the lowest rate to give buyers more purchasing power<sup>3</sup>.

Grow your PVR with up to 3% reserve rates, 185% loan-to-value with no backend, and higher transaction values.



6

### Single platform, no extra steps



Upstart Auto Retail offers a truly seamless browse-to-buy experience with no extra steps for AI-Powered Financing.

The digital retail platform integrates with desking, DMS, finance, and other software for more efficient workflows.

## Get AI-Powered Financing with Upstart Auto Retail



Unlock the true potential of your bottom line by deploying AI-Powered Financing through the Upstart Auto Retail platform.

You'll get access to better, more profitable lending options alongside a modern buying platform that delivers the hybrid online-to-showroom experience your customers demand.

Head to [upstart.com/dealers](https://upstart.com/dealers) to get started.

SOURCES

1. This initial (soft) inquiry will not affect credit score. If the user accepts the loan and proceeds with the application, we do another (hard) credit inquiry that may impact credit score.  
 2. As of 3/31/2022. Fully Automated metric is calculated on a quarterly basis. Fully automated loans are defined as loans originated end-to-end (from initial rate request to final funding) with no human involvement.  
 3. These figures are from February 24, 2022 to April 30, 2022 across three Del Grande Dealer Group rooftops.