



ADDITIONAL SPECIAL PRICING COVID-19 PROMOTIONAL RESPONSE

MAY 6, 2020 - JUNE 30, 2020

Special pricing on no interest if paid in full within 12 months and 9.9% APR with 1.90% payment factor

All other Wells Fargo promotions / pricing remain active

Comfort Specialist Dealers who did NOT choose "CONSUMER FINANCE GROWTH BENEFIT" receive non-TCS rates

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

PLAN CODE	NO INTEREST IF PAID IN FULL WITH REGULAR MONTHLY PAYMENTS ^{1,3}	Premier 4% Discount	Prime 3% Discount	Select 1% Discount	NON-TCS Discount Rate ²
		PREMIER Discount Rate ²	PRIME Discount Rate ²	SELECT Discount Rate ²	NON-TCS Discount Rate ²
3837	No Interest if Paid in Full within 12 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	0.00%	0.75%	2.75%	3.75%
SPECIAL RATE WITH CUSTOM MONTHLY PAYMENTS ¹					
3836	Special Rate of 9.90% APR with custom monthly payments of 1.90% of the amount financed	0.35%	1.35%	3.35%	4.35%

¹Please 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 wellsfargo.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.

²The 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.

³This 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.

⁴The percentages (payment factors) used to calculate the payment are estimates only. The actual payment amount may vary.

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