



## **Credit Acceptance Signs 260 New Dealer-Partners in 2001**

SOUTHFIELD, Mich., Feb 12, 2002 (BUSINESS WIRE) -- Credit Acceptance Corporation (NASDAQ: CACC) approved 260 dealer-partners to enter its nationwide network in 2001. Credit Acceptance provides its network of dealer-partners with financing sources for consumers who want to buy an automobile, but have limited access to credit. With the addition of the new dealer-partners, Credit Acceptance has grown its network to 687 dealer-partners in 125 of the 210 major markets that blanket the US. Credit Acceptance expects to penetrate most of the remaining 85 markets in 2002. "Selecting and approving dealer-partners to join our nationwide network is an exacting process both for our dealer-partners and us" said Keith McCluskey, President of Credit Acceptance. "We're highly selective in the way we approve new dealer-partners and require their full commitment to our philosophy of helping consumers 'change their lives' by rehabilitating their credit standing through regular, on-time car payments. In return, we provide our dealer-partners with an exclusive territory, marketing support, and guaranteed credit approval 24/7 over the Internet through our Patent-Pending CAPS system (Credit Application Processing System) for all of their customers." Credit Acceptance plans to add just 200 dealer-partners to its network each year from 2003 to 2011. At the end of that period, the company will have admitted less than three percent of the country's 80,000 new and used car dealers into its exclusive nationwide dealer-partner network. "The growth of our business is not based on the sheer volume of dealers we approve to join our dealer-partner network," explained Mr. McCluskey. "We're much more interested in selecting a very limited number of the best dealers in each market and partnering with them to build their businesses through our Patent-Pending guaranteed credit approval program." Credit Acceptance is an indirect sales financial services company specializing in products and services for a network of automobile dealer-partners in North America and Europe. Credit Acceptance provides its dealer-partners with financing sources for consumers with limited access to credit and delivers credit approvals instantly through the Internet. Other dealer-partner services include marketing, training and a wholesale purchasing cooperative. Through its financing program, Credit Acceptance helps consumers change their lives by providing them an opportunity to strengthen and reestablish their credit standing by making timely monthly payments. Credit Acceptance is publicly traded on Nasdaq under the symbol CACC.