

NOVEMBER - PROMO SUMMARY

	SRP	EW-30%DP		70% AF - NMI		30%DP - 36Mos		70% NMI	EW-20%DP		80% AF - NMI		20%DP - 36Mos		80% NMI	SBC-20%DP		80% AF - NMI		20%DP - 36Mos		80% NMI
		Bun A/Opt1	Bun B/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2		BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2		BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	
ECOSPORT 1.0L A/T TITANIUM	1,190,000	178,000		25,077	21,152	187,000		31,701	44,000		28,660	24,173	54,000		36,229	59,000		28,164	24,250	69,000		35,965
ECOSPORT 1.5L A/T TREND	1,030,000	154,000		21,706	18,308	162,000		27,439	38,000		24,806	20,923	47,000		31,358	45,000		24,377	20,989	54,000		31,129
ECOSPORT 1.5L M/T TREND	970,000	140,000		20,441	17,241	147,000		25,840	32,000		23,361	19,704	40,000		29,532	38,000		22,957	19,767	46,000		29,316
ECOSPORT 1.5L M/T AMBIENTE	920,000	130,000		19,388	16,351	137,000		24,508	65,000		22,157	18,689	73,000		28,009	72,000		21,774	18,748	80,000		27,805
ECOSPORT 1.5L A/T TITANIUM	1,100,000	160,000		23,181	19,552	168,000		29,303	42,000		26,492	22,345	51,000		33,489	-		26,034	22,416	9,000		33,245
EVE 2.0 4x4 TITANIUM	2,299,000	466,000		48,447	40,863	483,000		61,243	206,000		55,368	46,701	225,000		69,992	216,000		54,410	46,848	235,000		69,481
EVE 2.0 4x2 TITANIUM	1,995,000	398,000		42,041	35,460	412,000		53,145	172,000		48,047	40,526	188,000		60,737	180,000		47,215	40,653	196,000		60,294
EVE 2.2 4x2 TREND A/T	1,738,000	298,000		36,625	30,892	311,000		46,299	102,000		41,857	35,305	116,000		52,913	112,000		41,133	35,416	126,000		52,527
EVE 2.0 4x2 SPORT A/T - NEW	1,868,000	384,000		39,365	33,203	398,000		49,762	175,000		44,988	37,946	190,000		56,871	182,000		44,210	38,065	197,000		56,456
F-150 3.5L 4x4 Ecoboost	2,998,000	780,000		63,177	53,287	801,000		79,864	453,000		72,202	60,900	477,000		91,273	448,000		70,953	61,092	472,000		90,607
F-150 2.3L 4x2 Ecoboost	2,698,000	690,000		56,855	47,955	709,000		71,872	393,000		64,977	54,806	415,000		82,140	390,000		63,853	54,979	412,000		81,540
RANGER 2.2L 4x4 FX4 AT - NEW	1,416,000	302,000		29,840	25,169	312,000		37,721	124,000		34,102	28,764	136,000		43,110	129,000		33,512	28,855	141,000		42,795
RANGER 2.2L 4x4 FX4 MT - NEW	1,356,000	288,000		28,575	24,102	298,000		36,123	117,000		32,657	27,545	128,000		41,283	122,000		32,092	27,632	133,000		40,982
RANGER 2.2L FX4 AT	1,316,000	N/A	236,000	27,732	23,391	N/A	246,000	35,057	N/A	89,000	31,694	26,733	N/A	100,000	40,065	N/A	97,000	31,146	26,817	N/A	108,000	39,773
RANGER 2.2L FX4 MT	1,256,000	N/A	222,000	26,468	22,325	N/A	231,000	33,459	N/A	77,000	30,249	25,514	N/A	88,000	38,239	N/A	92,000	29,726	25,594	N/A	103,000	37,960
RANGER 2.2L 4X4 XLS MT	1,181,000	N/A	236,000	24,888	20,992	N/A	245,000	31,461	N/A	115,000	28,443	23,991	N/A	125,000	35,955	N/A	114,000	27,951	24,066	N/A	124,000	35,693
RANGER 2.2L 4X2 XLT AT	1,236,000	N/A	188,000	26,047	21,969	N/A	197,000	32,926	N/A	52,000	29,767	25,108	N/A	62,000	37,630	N/A	58,000	29,252	25,187	N/A	68,000	37,355
RANGER 2.2L 4X2 XLT MT	1,176,000	N/A	199,000	24,782	20,903	N/A	208,000	31,328	N/A	69,000	28,322	23,889	N/A	79,000	35,803	N/A	77,000	27,832	23,964	N/A	87,000	35,542
RANGER 4X2 XLS AT	1,092,000	210,000	220,000	23,012	19,410	218,000	228,000	29,090	89,000	99,000	26,299	22,183	98,000	108,000	33,246	95,000	106,000	25,844	22,253	104,000	115,000	33,003
RANGER 4X2 XLS MT	1,032,000	N/A	149,000	21,748	18,343	N/A	157,000	27,492	N/A	40,000	24,854	20,964	N/A	49,000	31,419	N/A	47,000	24,424	21,030	N/A	56,000	31,190
RANGER XLS SPORT 4X4 MT	1,211,000	216,000	238,000	25,520	21,525	225,000	247,000	32,260	83,000	109,000	29,165	24,600	93,000	119,000	36,869	89,000	122,000	28,661	24,677	99,000	132,000	36,600
RANGER XLS SPORT 4X2 MT	1,062,000	N/A	207,000	22,380	18,877	N/A	215,000	28,291	N/A	88,000	25,577	21,573	N/A	97,000	32,332	N/A	94,000	25,134	21,641	N/A	103,000	32,096
RANGER XLS SPORT 4X2 AT	1,122,000	N/A	218,000	23,644	19,943	N/A	226,000	29,889	N/A	94,000	27,022	22,792	N/A	103,000	34,159	N/A	102,000	26,554	22,864	N/A	111,000	33,910
RAPTOR 2.0L 4X4 A/T - ALL IN	1,998,000	N/A	480,000	42,104	35,513	N/A	494,000	53,225	N/A	258,000	48,119	40,587	N/A	274,000	60,828	N/A	264,000	47,286	40,714	N/A	280,000	60,384
TERRITORY 1.5L ECOBOOST TITANIUM	1,299,000	332,000	N/A	27,374	23,089	342,000		34,604	189,000		31,285	26,388	200,000		39,548	205,000		30,743	26,471	216,000		39,259
TERRITORY 1.5L TREND 4X2 A/T	1,179,000	292,000	N/A	24,845	20,956	301,000		31,408	160,000		28,395	23,950	170,000		35,894	177,000		27,903	24,025	187,000		35,632
WILDTRAK 2.0L 4X4 AT	1,695,000	266,000	282,000	35,719	30,128	278,000	294,000	45,153	72,000	107,000	40,822	34,432	86,000	121,000	51,604	92,000	118,000	40,115	34,540	106,000	132,000	51,227
WILDTRAK 2.0L 4X2 AT	1,455,000	N/A	242,000	30,662	25,862	N/A	253,000	38,760	N/A	140,000	35,042	29,556	N/A	152,000	44,297	N/A	88,000	34,435	29,650	N/A	100,000	43,974
WILDTRAK 2.0L 4X2 MT	1,390,000	208,000	228,000	29,292	24,707	218,000	238,000	37,029	104,000	142,000	33,476	28,236	116,000	154,000	42,318	86,000	109,000	32,897	28,325	98,000	121,000	42,009
2.2L 4x2 Transit	2,300,000	245,000		48,468	40,881	262,000		61,270	-		55,392	46,721	19,000		70,023	26,000		54,434	46,868	45,000		69,512
2.3L 4x2 Explorer Ecoboost Sport	2,798,000	355,000	384,000	58,963	49,733	375,000	404,000	74,536	15,000	35,000	67,386	56,837	38,000	58,000	85,184	25,000	28,000	66,220	57,016	48,000	51,000	84,562
3.5L 4x4 Explorer Ecoboost Sport	3,178,000	265,000	280,000	66,970	56,487	288,000	303,000	84,659	-	-	76,537	64,556	26,000	26,000	96,753	-	-	75,213	64,760	26,000	26,000	96,047
2.3L Mustang Ecoboost	2,858,000	655,000		60,227	50,799	676,000		76,134	335,000		68,831	58,056	358,000		87,011	345,000		67,640	58,239	368,000		86,376
5.0L Mustang FastBack AT	3,538,000	815,000		74,556	62,886	840,000		94,249	415,000		85,207	71,869	444,000		107,713	426,000		83,733	72,096	455,000		106,927
5.0L Mustang GT Convertible AT	3,718,000	855,000		78,350	66,085	882,000		99,044	435,000		89,542	75,525	465,000		113,193	448,000		87,993	75,763	478,000		112,367
Expe 3.5L V6 Ecoboost Platinum	4,479,000	314,000	297,000	94,386	79,611	346,000	329,000	119,316	-	-	107,870	90,984	36,000	36,000	136,361	-	410,000	106,003	91,271	36,000	446,000	135,366
Expe 3.5L Limited MAX w/ BS	4,612,000	335,000	315,000	97,189	81,975	368,000	348,000	122,859	-	-	111,073	93,686	37,000	37,000	140,410	-	440,000	109,151	93,981	37,000	477,000	139,385

- Free 1st NMI - 60Mos
- Free 1st NMI - 48/60Mos
- Free 1st & 2nd NMI - 60Mos
- Free 1st & 2nd NMI - 48/60Mos
- Free Vespa w/ 1Yr Insurance
- Free Ecosport Ambiente
- Free Vespa w/ 1Yr Ins + 1st NMI - 48/60Mos

VK SUBSIDY OF 5K WILL BE USED FOR PACKAGE OF TINT (1.9K) + ECO TIX (2K), W.VACUUM (1K), and/or Fly Away Promo
FOR EVAT WAIVED ACCOUNTS : NO ADDITIONAL INCOME (FOR 1/4 OVER-AND-ABOVE) SHOULD BE PRESENTED ON THE T.S.
FURTHERMORE, NO ADDITIONAL FREEBIES SHOULD BE PART OF THE PACKAGE OFFERED TO CUSTOMERS
(EXCEPT WHAT IS STIPULATED ON THE PROMO DETAILS FOR NOVEMBER, E.G. TINT, ECO TIX, VACUUM, AND/OR FAP VOUCHER)

Bundle A program MUST NOT be used for Bundle B

NOVEMBER - PROMO SUMMARY

	SRP	PSB-20%DP		80% AF - NMI		20%DP - 36Mos		80%	BDO-20%DP		80% AF - NMI		20%DP - 36Mos		80%	BPI-20%DP		80% AF - NMI		20%DP - 36Mos		80%
		BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	NMI	BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	NMI	BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	NMI
ECOSPORT 1.0L A/T TITANIUM	1,190,000	55,000		28,164	24,064	65,000		35,436	55,000		28,660	24,173	65,000		36,229	70,000		28,164	24,115	80,000		35,198
ECOSPORT 1.5L A/T TREND	1,030,000	42,000		24,377	20,828	51,000		30,672	89,000		24,806	20,923	98,000		31,358	64,000		24,377	20,872	73,000		30,466
ECOSPORT 1.5L M/T TREND	970,000	34,000		22,957	19,615	42,000		28,885	80,000		23,361	19,704	88,000		29,532	75,000		22,957	19,657	83,000		28,691
ECOSPORT 1.5L M/T AMBIENTE	920,000	68,000		21,774	18,604	76,000		27,396	67,000		22,157	18,689	75,000		28,009	71,000		21,774	18,643	79,000		27,212
ECOSPORT 1.5L A/T TITANIUM	1,100,000	46,000		26,034	22,244	55,000		32,756	44,000		26,492	22,345	53,000		33,489	52,000		26,034	22,291	61,000		32,536
EVE 2.0 4x4 TITANIUM	2,299,000	239,000		54,410	46,489	258,000		68,460	214,000		55,368	46,701	233,000		69,992	245,000		54,410	46,587	264,000		68,000
EVE 2.0 4x2 TITANIUM	1,995,000	188,000		47,215	40,342	204,000		59,407	178,000		48,047	40,526	194,000		60,737	206,000		47,215	40,427	222,000		59,008
EVE 2.2 4x2 TREND A/T	1,738,000	127,000		41,133	35,145	141,000		51,754	107,000		41,857	35,305	121,000		52,913	132,000		41,133	35,219	146,000		51,407
EVE 2.0 4x2 SPORT A/T - NEW	1,868,000	200,000		44,210	37,774	215,000		55,625	180,000		44,988	37,946	195,000		56,871	204,000		44,210	37,854	219,000		55,252
F-150 3.5L 4x4 Ecoboost	2,998,000	469,000		70,953	60,624			89,274	455,000		72,202	60,900	479,000		91,273	465,000		70,953	60,752	489,000		88,675
F-150 2.3L 4x2 Ecoboost	2,698,000	408,000		63,853	54,558			80,341	392,000		64,977	54,806	414,000		82,140	410,000		63,853	54,673	432,000		79,801
RANGER 2.2L 4x4 FX4 AT - NEW	1,416,000	147,000		33,512	28,634			42,166	136,000		34,102	28,764	148,000		43,110	159,000		33,512	28,694	171,000		41,883
RANGER 2.2L 4x4 FX4 MT - NEW	1,356,000	137,000		32,092	27,421			40,379	129,000		32,657	27,545	140,000		41,283	150,000		32,092	27,478	161,000		40,108
RANGER 2.2L FX4 AT	1,316,000	N/A	95,000	31,146	26,612	N/A	106,000	39,188	N/A	89,000	31,694	26,733	N/A	100,000	40,065	N/A	112,000	31,146	26,668	N/A	123,000	38,925
RANGER 2.2L FX4 MT	1,256,000	N/A	88,000	29,726	25,398	N/A	99,000	37,401	N/A	82,000	30,249	25,514	N/A	93,000	38,239	N/A	104,000	29,726	25,452	N/A	115,000	37,150
RANGER 2.2L 4X4 XLS MT	1,181,000	N/A	115,000	27,951	23,882	N/A	125,000	35,168	N/A	115,000	28,443	23,991	N/A	125,000	35,955	N/A	118,000	27,951	23,932	N/A	128,000	34,932
RANGER 2.2L 4X2 XLT AT	1,236,000	N/A	56,000	29,252	24,994	N/A	66,000	36,806	N/A	58,000	29,767	25,108	N/A	68,000	37,630	N/A	72,000	29,252	25,047	N/A	82,000	36,559
RANGER 2.2L 4X2 XLT MT	1,176,000	N/A	74,000	27,832	23,781	N/A	84,000	35,019	N/A	75,000	28,322	23,889	N/A	85,000	35,803	N/A	87,000	27,832	23,831	N/A	97,000	34,784
RANGER 4X2 XLS AT	1,092,000	94,000	104,000	25,844	22,082	103,000	113,000	32,518	92,000	99,000	26,299	22,183	101,000	108,000	33,246	105,000	109,000	25,844	22,129	114,000	118,000	32,299
RANGER 4X2 XLS MT	1,032,000	N/A	44,000	24,424	20,869	N/A	53,000	30,731	N/A	44,000	24,854	20,964	N/A	53,000	31,419	N/A	55,000	24,424	20,913	N/A	64,000	30,525
RANGER XLS SPORT 4X4 MT	1,211,000	87,000	119,000	28,661	24,489	97,000	129,000	36,061	85,000	114,000	29,165	24,600	95,000	124,000	36,869	100,000	128,000	28,661	24,540	110,000	138,000	35,819
RANGER XLS SPORT 4X2 MT	1,062,000	N/A	92,000	25,134	21,476	N/A	101,000	31,624	N/A	92,000	25,577	21,573	N/A	101,000	32,332	N/A	103,000	25,134	21,521	N/A	112,000	31,412
RANGER XLS SPORT 4X2 AT	1,122,000	N/A	98,000	26,554	22,689	N/A	107,000	33,411	N/A	99,000	27,022	22,792	N/A	108,000	34,159	N/A	122,000	26,554	22,737	N/A	131,000	33,187
RAPTOR 2.0L 4X4 A/T - ALL IN	1,998,000	N/A	284,000	47,286	40,403	N/A	300,000	59,496	N/A	262,000	48,119	40,587	N/A	278,000	60,828	N/A	288,000	47,286	40,488	N/A	304,000	59,097
TERRITORY 1.5L ECOBOOST TITANIUM	1,299,000	209,000		30,743	26,268	220,000		38,682	197,000		31,285	26,388	208,000		39,548	214,000		30,743	26,323	225,000		38,422
TERRITORY 1.5L TREND 4X2 A/T	1,179,000	182,000		27,903	23,841	192,000		35,108	169,000		28,395	23,950	179,000		35,894	185,000		27,903	23,892	195,000		34,873
WILDTRAK 2.0L 4X4 AT	1,695,000	86,000	114,000	40,115	34,276	100,000	128,000	50,474	88,000	110,000	40,822	34,432	102,000	124,000	51,604	99,000	114,000	40,115	34,348	113,000	128,000	50,135
WILDTRAK 2.0L 4X2 AT	1,455,000	N/A	87,000	34,435	29,423	N/A	99,000	43,327	N/A	92,000	35,042	29,556	N/A	104,000	44,297	N/A	104,000	34,435	29,485	N/A	116,000	43,036
WILDTRAK 2.0L 4X2 MT	1,390,000	88,000	120,000	32,897	28,108	100,000	132,000	41,392	58,000	120,000	33,476	28,236	70,000	132,000	42,318	126,000	130,000	32,897	28,167	138,000	142,000	41,114
2.2L 4x2 Transit	2,300,000	23,000		54,434	46,510	42,000		68,489	44,000		55,392	46,721	63,000		70,023	58,000		54,434	46,608	77,000		68,029
2.3L 4x2 Explorer Ecoboost Sport	2,798,000	49,000	56,000	66,220	56,580	72,000	79,000	83,319	75,000	88,000	67,386	56,837	98,000	111,000	85,184	88,000	78,000	66,220	56,699	111,000	101,000	82,759
3.5L 4x4 Explorer Ecoboost Sport	3,178,000	15,000	20,000	75,213	64,264	41,000	46,000	94,634	80,000	44,000	76,537	64,556	106,000	70,000	96,753	68,000	58,000	75,213	64,399	94,000	84,000	93,999
2.3L Mustang Ecoboost	2,858,000	348,000		67,640	57,793	371,000		85,105	369,000		68,831	58,056	392,000		87,011	388,000		67,640	57,915	411,000		84,534
5.0L Mustang FastBack AT	3,538,000	422,000		83,733	71,544	451,000		105,354	435,000		85,207	71,869	464,000		107,713	488,000		83,733	71,695	517,000		104,647
5.0L Mustang GT Convertible AT	3,718,000	455,000		87,993	75,183	485,000		110,714	455,000		89,542	75,525	485,000		113,193	515,000		87,993	75,342	545,000		109,971
Expe 3.5L V6 Ecoboost Platinum	4,479,000	-	420,000	106,003	90,572	36,000	456,000	133,375	-	425,000	107,870	90,984	36,000	461,000	136,361	28,000	485,000	106,003	90,763	64,000	521,000	132,479
Expe 3.5L Limited MAX w/ BS	4,612,000	-	460,000	109,151	93,261	37,000	497,000	137,336	-	450,000	111,073	93,686	37,000	487,000	140,410	48,000	525,000	109,151	93,458	85,000	562,000	136,413

- Free 1st NMI - 60Mos
- Free 1st NMI - 48/60Mos
- Free 1st & 2nd NMI - 60Mos
- Free 1st & 2nd NMI - 48/60Mos
- Free Vespa w/ 1Yr Insurance
- Free Ecosport Ambiente
- Free Vespa w/ 1Yr Ins + 1st NMI - 48/60Mos

Bundle A program **MUST NOT** be used for Bundle

NOVEMBER - PROMO SUMMARY

	SRP	MB-20%DP		80% AF - NMI		20%DP - 36Mos		80%	RCBC-20%DP		80% AF - NMI		20%DP - 36Mos		80%	CBS-20%DP		80% AF - NMI		20%DP - 36Mos		80%
		BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	NMI	BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	NMI	BunA/Opt1	BunB/Opt2	48MOS	60MOS	BunA/Opt1	BunB/Opt2	NMI
ECOSPORT 1.0L A/T TITANIUM	1,190,000	64,000		28,164	24,064	74,000		35,436	58,000		28,263	24,046	73,000		35,481	60,000		28,164	24,064	70,000		35,436
ECOSPORT 1.5L A/T TREND	1,030,000	50,000		24,377	20,828	59,000		30,672	52,000		24,463	20,813	65,000		30,711	47,000		24,377	20,828	56,000		30,672
ECOSPORT 1.5L M/T TREND	970,000	44,000		22,957	19,615	52,000		28,885	38,000		23,038	19,601	50,000		28,922	40,000		22,957	19,615	48,000		28,885
ECOSPORT 1.5L M/T AMBIENTE	920,000	69,000		21,774	18,604	77,000		27,396	52,000		21,850	18,591	64,000		27,431	74,000		21,774	18,604	82,000		27,396
ECOSPORT 1.5L A/T TITANIUM	1,100,000	55,000		26,034	22,244	64,000		32,756	49,000		26,125	22,228	63,000		32,798	52,000		26,034	22,244	61,000		32,756
EVE 2.0 4x4 TITANIUM	2,299,000	240,000		54,410	46,489	259,000		68,460	215,000		54,602	46,456	243,000		68,546	242,000		54,410	46,489	261,000		68,460
EVE 2.0 4x2 TITANIUM	1,995,000	198,000		47,215	40,342	214,000		59,407	188,000		47,382	40,313	212,000		59,483	189,000		47,215	40,342	205,000		59,407
EVE 2.2 4x2 TREND A/T	1,738,000	122,000		41,133	35,145	136,000		51,754	118,000		41,278	35,120	139,000		51,820	129,000		41,133	35,145	143,000		51,754
EVE 2.0 4x2 SPORT A/T - NEW	1,868,000	200,000		44,210	37,774	215,000		55,625	188,000		44,365	37,747	211,000		55,696	204,000		44,210	37,774	219,000		55,625
F-150 3.5L 4x4 Ecoboost	2,998,000	462,000		70,953	60,624	486,000		89,274	460,000		71,203	60,580	496,000		89,388	470,000		70,953	60,624	494,000		89,274
F-150 2.3L 4x2 Ecoboost	2,698,000	406,000		63,853	54,558	428,000		80,341	399,000		64,078	54,518	432,000		80,443	409,000		63,853	54,558	431,000		80,341
RANGER 2.2L 4x4 FX4 AT - NEW	1,416,000	144,000		33,512	28,634	156,000		42,166	134,000		33,630	28,613	151,000		42,219	150,000		33,512	28,634	162,000		42,166
RANGER 2.2L 4x4 FX4 MT - NEW	1,356,000	136,000		32,092	27,421	147,000		40,379	126,000		32,205	27,401	143,000		40,430	142,000		32,092	27,421	153,000		40,379
RANGER 2.2L FX4 AT	1,316,000	N/A	95,000	31,146	26,612	N/A	106,000	39,188	N/A	99,000	31,255	26,592	N/A	110,000	39,238	N/A	99,000	31,146	26,612	N/A	110,000	39,188
RANGER 2.2L FX4 MT	1,256,000	N/A	87,000	29,726	25,398	N/A	98,000	37,401	N/A	87,000	29,830	25,380	N/A	98,000	37,449	N/A	92,000	29,726	25,398	N/A	103,000	37,401
RANGER 2.2L 4X4 XLS MT	1,181,000	N/A	120,000	27,951	23,882	N/A	130,000	35,168	N/A	114,000	28,049	23,865	N/A	124,000	35,213	N/A	120,000	27,951	23,882	N/A	130,000	35,168
RANGER 2.2L 4X2 XLT AT	1,236,000	N/A	56,000	29,252	24,994	N/A	66,000	36,806	N/A	59,000	29,355	24,976	N/A	69,000	36,853	N/A	62,000	29,252	24,994	N/A	72,000	36,806
RANGER 2.2L 4X2 XLT MT	1,176,000	N/A	74,000	27,832	23,781	N/A	84,000	35,019	N/A	77,000	27,930	23,764	N/A	87,000	35,064	N/A	80,000	27,832	23,781	N/A	90,000	35,019
RANGER 4X2 XLS AT	1,092,000	87,000	104,000	25,844	22,082	96,000	113,000	32,518	96,000	107,000	25,935	22,066	110,000	116,000	32,559	98,000	109,000	25,844	22,082	107,000	118,000	32,518
RANGER 4X2 XLS MT	1,032,000	N/A	44,000	24,424	20,869	N/A	53,000	30,731	N/A	48,000	24,510	20,854	N/A	57,000	30,770	N/A	50,000	24,424	20,869	N/A	59,000	30,731
RANGER XLS SPORT 4X4 MT	1,211,000	80,000	109,000	28,661	24,489	90,000	119,000	36,061	90,000	118,000	28,762	24,471	105,000	128,000	36,107	92,000	124,000	28,661	24,489	102,000	134,000	36,061
RANGER XLS SPORT 4X2 MT	1,062,000	N/A	92,000	25,134	21,476	N/A	101,000	31,624	N/A	95,000	25,223	21,460	N/A	104,000	31,665	N/A	96,000	25,134	21,476	N/A	105,000	31,624
RANGER XLS SPORT 4X2 AT	1,122,000	N/A	99,000	26,554	22,689	N/A	108,000	33,411	N/A	102,000	26,648	22,672	N/A	111,000	33,454	N/A	103,000	26,554	22,689	N/A	112,000	33,411
RAPTOR 2.0L 4X4 A/T - ALL IN	1,998,000	N/A	285,000	47,286	40,403	N/A	301,000	59,496	N/A	285,000	47,453	40,373	N/A	301,000	59,572	N/A	286,000	47,286	40,403	N/A	302,000	59,496
TERRITORY 1.5L ECOBOOST TITANIUM	1,299,000	208,000		30,743	26,268	219,000		38,682	196,000		30,852	26,249	212,000		38,731	214,000		30,743	26,268	225,000		38,682
TERRITORY 1.5L TREND 4X2 A/T	1,179,000	180,000		27,903	23,841	190,000		35,108	168,000		28,002	23,824	183,000		35,153	185,000		27,903	23,841	195,000		35,108
WILDTRAK 2.0L 4X4 AT	1,695,000	86,000	113,000	40,115	34,276	100,000	127,000	50,474	89,000	104,000	40,257	34,251	110,000	118,000	50,538	90,000	112,000	40,115	34,276	104,000	126,000	50,474
WILDTRAK 2.0L 4X2 AT	1,455,000	N/A	98,000	34,435	29,423	N/A	110,000	43,327	N/A	90,000	34,557	29,401	N/A	102,000	43,382	N/A	92,000	34,435	29,423	N/A	104,000	43,327
WILDTRAK 2.0L 4X2 MT	1,390,000	86,000	124,000	32,897	28,108	98,000	136,000	41,392	90,000	112,000	33,013	28,088	107,000	124,000	41,444	94,000	125,000	32,897	28,108	106,000	137,000	41,392
2.2L 4x2 Transit	2,300,000	45,000		54,434	46,510	64,000		68,489	25,000		54,625	46,476	53,000		68,576	28,000		54,434	46,510	47,000		68,489
2.3L 4x2 Explorer Ecoboost Sport	2,798,000	45,000	38,000	66,220	56,580	68,000	61,000	83,319	28,000	28,000	66,453	56,539	62,000	51,000	83,424	55,000	64,000	66,220	56,580	78,000	87,000	83,319
3.5L 4x4 Explorer Ecoboost Sport	3,178,000	20,000	20,000	75,213	64,264	46,000	46,000	94,634	-	-	75,478	64,217	39,000	26,000	94,754	15,000	20,000	75,213	64,264	41,000	46,000	94,634
2.3L Mustang Ecoboost	2,858,000	349,000		67,640	57,793	372,000		85,105	357,000		67,878	57,751	392,000		85,213	355,000		67,640	57,793	378,000		85,105
5.0L Mustang FastBack AT	3,538,000	428,000		83,733	71,544	457,000		105,354	452,000		84,028	71,492	495,000		105,488	428,000		83,733	71,544	457,000		105,354
5.0L Mustang GT Convertible AT	3,718,000	454,000		87,993	75,183	484,000		110,714	474,000		88,303	75,129	519,000		110,855	462,000		87,993	75,183	492,000		110,714
Expe 3.5L V6 Ecoboost Platinum	4,479,000	-	455,000	106,003	90,572	36,000	491,000	133,375	-	435,000	106,377	90,506	54,000	471,000	133,544	-	435,000	106,003	90,572	36,000	471,000	133,375
Expe 3.5L Limited MAX w/ BS	4,612,000	-	480,000	109,151	93,261	37,000	517,000	137,336	-	468,000	109,535	93,194	56,000	505,000	137,510	-	468,000	109,151	93,261	37,000	505,000	137,336

- Free 1st NMI - 60Mos
 - Free 1st NMI - 48/60Mos
 - Free 1st & 2nd NMI - 60Mos
 - Free 1st & 2nd NMI - 48/60Mos
 - Free Vespa w/ 1Yr Insurance
 - Free Ecosport Ambiente
 - Free Vespa w/ 1Yr Ins + 1st NMI - 48/60Mos
- Bundle A program **MUST NOT** be used for Bundle