

| | SRP | - NMI | 20%DP - 36Mos | | | BDO-20%DP | | 80% AF - NMI | | 20%DP - 36Mos | | 80% |
|----------------------------------|-----------|--------|---------------|-------------|---------|-------------|-------------|--------------|--------|---------------|-------------|---------|
| | | 60MOS | Bun A/Opt 1 | Bun B/Opt 2 | NMI | Bun A/Opt 1 | Bun B/Opt 2 | 48MOS | 60MOS | Bun A/Opt 1 | Bun B/Opt 2 | NMI |
| ECOSPORT 1.0L A/T TITANIUM | 1,190,000 | 24,064 | 61,000 | | 35,436 | 57,000 | | 28,660 | 24,173 | 67,000 | | 36,229 |
| ECOSPORT 1.5L A/T TREND | 1,030,000 | 20,828 | 52,000 | | 30,672 | 42,000 | | 24,806 | 20,923 | 51,000 | | 31,358 |
| ECOSPORT 1.5L M/T TREND | 970,000 | 19,615 | 42,000 | | 28,885 | 36,000 | | 23,361 | 19,704 | 44,000 | | 29,532 |
| ECOSPORT 1.5L M/T AMBIENTE | 920,000 | 18,604 | 86,000 | | 27,396 | 80,000 | | 22,157 | 18,689 | 88,000 | | 28,009 |
| ECOSPORT 1.5L A/T TITANIUM | 1,100,000 | 22,244 | 55,000 | | 32,756 | 44,000 | | 26,492 | 22,345 | 53,000 | | 33,489 |
| RAPTOR 2.0L 4X4 A/T - ALL IN | 1,998,000 | 40,403 | 216,000 | 238,000 | 59,496 | 195,000 | 222,000 | 48,119 | 40,587 | 211,000 | 238,000 | 60,828 |
| TERRITORY 1.5L ECOBOOST TITANI | 1,299,000 | 26,268 | 213,000 | | 38,682 | 195,000 | | 31,285 | 26,388 | 206,000 | | 39,548 |
| TERRITORY 1.5L TREND 4X2 A/T | 1,179,000 | 23,841 | 194,000 | | 35,108 | 179,000 | | 28,395 | 23,950 | 189,000 | | 35,894 |
| WILDTRAK 2.0L 4X4 AT | 1,695,000 | 34,276 | 136,000 | 214,000 | 50,474 | 118,000 | 136,000 | 40,822 | 34,432 | 132,000 | 150,000 | 51,604 |
| WILDTRAK 2.0L 4X2 AT | 1,455,000 | 29,423 | N/A | 121,000 | 43,327 | N/A | 107,000 | 35,042 | 29,556 | N/A | 119,000 | 44,297 |
| WILDTRAK 2.0L 4X2 MT | 1,390,000 | 28,108 | 139,000 | 112,000 | 41,392 | 98,000 | 130,000 | 33,476 | 28,236 | 110,000 | 142,000 | 42,318 |
| NEW RANGER 2.2L FX4 AT | 1,316,000 | 26,612 | N/A | 69,000 | 39,188 | N/A | 66,000 | 31,694 | 26,733 | N/A | 77,000 | 40,065 |
| NEW RANGER 2.2L FX4 MT | 1,256,000 | 25,398 | N/A | 61,000 | 37,401 | N/A | 59,000 | 30,249 | 25,514 | N/A | 70,000 | 38,239 |
| RANGER 2.2L 4X4 XLS MT | 1,181,000 | 23,882 | 113,000 | 125,000 | 35,168 | 102,000 | 115,000 | 28,443 | 23,991 | 112,000 | 125,000 | 35,955 |
| RANGER 2.2L 4X2 XLT AT | 1,236,000 | 24,994 | N/A | 79,000 | 36,806 | N/A | 72,000 | 29,767 | 25,108 | N/A | 82,000 | 37,630 |
| RANGER 2.2L 4X2 XLT MT | 1,176,000 | 23,781 | N/A | 72,000 | 35,019 | N/A | 69,000 | 28,322 | 23,889 | N/A | 79,000 | 35,803 |
| RANGER 4X2 XLS AT | 1,092,000 | 22,082 | 102,000 | 122,000 | 32,518 | 92,000 | 99,000 | 26,299 | 22,183 | 101,000 | 108,000 | 33,246 |
| RANGER 4X2 XLS MT | 1,032,000 | 20,869 | N/A | 43,000 | 30,731 | N/A | 39,000 | 24,854 | 20,964 | N/A | 48,000 | 31,419 |
| RANGER XLS SPORT 4X4 MT | 1,211,000 | 24,489 | 99,000 | 128,000 | 36,061 | 92,000 | 114,000 | 29,165 | 24,600 | 102,000 | 124,000 | 36,869 |
| RANGER XLS SPORT 4X2 MT | 1,062,000 | 21,476 | N/A | 90,000 | 31,624 | N/A | 92,000 | 25,577 | 21,573 | N/A | 101,000 | 32,332 |
| NEW RANGER XLS SPORT 4X2 AT | 1,122,000 | 22,689 | N/A | 117,000 | 33,411 | N/A | 104,000 | 27,022 | 22,792 | N/A | 113,000 | 34,159 |
| EVE 2.0 4x4 TITANIUM | 2,299,000 | 46,489 | 257,000 | | 68,460 | 221,000 | 209,000 | 55,368 | 46,701 | 240,000 | | 69,992 |
| EVE 2.0 4x2 TITANIUM | 1,995,000 | 40,342 | 204,000 | | 59,407 | 177,000 | | 48,047 | 40,526 | 193,000 | | 60,737 |
| NEW EVE 2.2 4x2 TREND A/T | 1,738,000 | 35,145 | 139,000 | | 51,754 | 115,000 | | 41,857 | 35,305 | 129,000 | | 52,913 |
| NEW EVE 2.0 4x2 SPORT A/T | 1,868,000 | 37,774 | 220,000 | | 55,625 | 190,000 | | 44,988 | 37,946 | 205,000 | | 56,871 |
| 2.2L 4x2 Transit | 2,300,000 | 46,510 | 57,000 | | 68,489 | 38,000 | | 55,392 | 46,721 | 57,000 | | 70,023 |
| 2.3L 4x2 Explorer Ecoboost Sport | 2,798,000 | 56,580 | 118,000 | | 83,319 | 143,000 | | 67,386 | 56,837 | 166,000 | | 85,184 |
| 3.5L 4x4 Explorer Ecoboost Sport | 3,178,000 | 64,264 | 94,000 | | 94,634 | 119,000 | | 76,537 | 64,556 | 145,000 | | 96,753 |
| 2.3L Mustang Ecoboost | 2,858,000 | 57,793 | 373,000 | | 85,105 | 369,000 | | 68,831 | 58,056 | 392,000 | | 87,011 |
| 5.0L Mustang FastBack AT | 3,538,000 | 71,544 | 454,000 | | 105,354 | 440,000 | | 85,207 | 71,869 | 469,000 | | 107,713 |
| 5.0L Mustang GT Convertible AT | 3,718,000 | 75,183 | 488,000 | | 110,714 | 460,000 | | 89,542 | 75,525 | 490,000 | | 113,193 |
| Expe 3.5L V6 Ecoboost Platinum | 4,479,000 | 90,572 | 36,000 | | 133,375 | - | 145,000 | 107,870 | 90,984 | 36,000 | | 136,361 |
| Expe 3.5L Limited MAX w/ BS | 4,612,000 | 93,261 | 52,000 | | 137,336 | - | 178,000 | 111,073 | 93,686 | 37,000 | | 140,410 |
| Free 1st NMI - 60Mos | | | | | | | | | | | | |

Option 2 - 15% DP - w/ Vespa 125

Yulon Ranger BUNDLE A - 15%DP

RANGER WT-MT, XLT & XLS - People's Gen Ins ON

RAPTOR 2.0L 4X4 A/T - People's Gen Ins - NCR On

Bundle A program MUST NOT be used for Bundle

| | SRP | BPI-20%DP | | 80% AF - NMI | | 20%DP - 36Mos | | 80% | MB-20%DP | | 80% AF - NMI | | 20%DP - 36Mos | | 80% | RCBC-20%DP | | 80% AF - NMI | | 20%DP - 36Mos | | 80% |
|----------------------------------|-----------|-------------|-------------|--------------|--------|---------------|-------------|---------|-------------|-------------|--------------|--------|---------------|-------------|---------|-------------|-------------|--------------|--------|---------------|-------------|---------|
| | | Bun A/Opt 1 | Bun B/Opt 2 | 48MOS | 60MOS | Bun A/Opt 1 | Bun B/Opt 2 | NMI | Bun A/Opt 1 | Bun B/Opt 2 | 48MOS | 60MOS | Bun A/Opt 1 | Bun B/Opt 2 | NMI | Bun A/Opt 1 | Bun B/Opt 2 | 48MOS | 60MOS | Bun A/Opt 1 | Bun B/Opt 2 | NMI |
| ECOSPORT 1.0L A/T TITANIUM | 1,190,000 | 79,000 | | 28,164 | 24,115 | 89,000 | | 35,198 | 60,000 | | 28,164 | 24,064 | 70,000 | | 35,436 | 55,000 | | 28,263 | 24,046 | 70,000 | | 35,481 |
| ECOSPORT 1.5L A/T TREND | 1,030,000 | 46,000 | | 24,377 | 20,872 | 55,000 | | 30,466 | 52,000 | | 24,377 | 20,828 | 61,000 | | 30,672 | 46,000 | | 24,463 | 20,813 | 59,000 | | 30,711 |
| ECOSPORT 1.5L M/T TREND | 970,000 | 57,000 | | 22,957 | 19,657 | 65,000 | | 28,691 | 44,000 | | 22,957 | 19,615 | 52,000 | | 28,885 | 38,000 | | 23,038 | 19,601 | 50,000 | | 28,922 |
| ECOSPORT 1.5L M/T AMBIENTE | 920,000 | 100,000 | | 21,774 | 18,643 | 108,000 | | 27,212 | 88,000 | | 21,774 | 18,604 | 96,000 | | 27,396 | 82,000 | | 21,850 | 18,591 | 94,000 | | 27,431 |
| ECOSPORT 1.5L A/T TITANIUM | 1,100,000 | 71,000 | | 26,034 | 22,291 | 80,000 | | 32,536 | 55,000 | | 26,034 | 22,244 | 64,000 | | 32,756 | 48,000 | | 26,125 | 22,228 | 62,000 | | 32,798 |
| RAPTOR 2.0L 4X4 A/T - ALL IN | 1,998,000 | 247,000 | 254,000 | 47,286 | 40,488 | 263,000 | 270,000 | 59,097 | 216,000 | 222,000 | 47,286 | 40,403 | 232,000 | 238,000 | 59,496 | 205,000 | 228,000 | 47,453 | 40,373 | 229,000 | 244,000 | 59,572 |
| TERRITORY 1.5L ECOBOOST TITANI | 1,299,000 | 221,000 | | 30,743 | 26,323 | 232,000 | | 38,422 | 200,000 | | 30,743 | 26,268 | 211,000 | | 38,682 | 194,000 | | 30,852 | 26,249 | 210,000 | | 38,731 |
| TERRITORY 1.5L TREND 4X2 A/T | 1,179,000 | 202,000 | | 27,903 | 23,892 | 212,000 | | 34,873 | 184,000 | | 27,903 | 23,841 | 194,000 | | 35,108 | 178,000 | | 28,002 | 23,824 | 193,000 | | 35,153 |
| WILDTRAK 2.0L 4X4 AT | 1,695,000 | 150,000 | 166,000 | 40,115 | 34,348 | 164,000 | 180,000 | 50,135 | 117,000 | 146,000 | 40,115 | 34,276 | 131,000 | 160,000 | 50,474 | 119,000 | 135,000 | 40,257 | 34,251 | 140,000 | 149,000 | 50,538 |
| WILDTRAK 2.0L 4X2 AT | 1,455,000 | N/A | 136,000 | 34,435 | 29,485 | N/A | 148,000 | 43,036 | N/A | 120,000 | 34,435 | 29,423 | N/A | 132,000 | 43,327 | N/A | 112,000 | 34,557 | 29,401 | N/A | 124,000 | 43,382 |
| WILDTRAK 2.0L 4X2 MT | 1,390,000 | 126,000 | 147,000 | 32,897 | 28,167 | 138,000 | 159,000 | 41,114 | 99,000 | 132,000 | 32,897 | 28,108 | 111,000 | 144,000 | 41,392 | 124,000 | 102,000 | 33,013 | 28,088 | 141,000 | 114,000 | 41,444 |
| NEW RANGER 2.2L FX4 AT | 1,316,000 | N/A | 92,000 | 31,146 | 26,668 | N/A | 103,000 | 38,925 | N/A | 60,000 | 31,146 | 26,612 | N/A | 71,000 | 39,188 | N/A | 65,000 | 31,255 | 26,592 | N/A | 76,000 | 39,238 |
| NEW RANGER 2.2L FX4 MT | 1,256,000 | N/A | 84,000 | 29,726 | 25,452 | N/A | 95,000 | 37,150 | N/A | 54,000 | 29,726 | 25,398 | N/A | 65,000 | 37,401 | N/A | 58,000 | 29,830 | 25,380 | N/A | 69,000 | 37,449 |
| RANGER 2.2L 4X4 XLS MT | 1,181,000 | 124,000 | 132,000 | 27,951 | 23,932 | 134,000 | 142,000 | 34,932 | 103,000 | 120,000 | 27,951 | 23,882 | 113,000 | 130,000 | 35,168 | 106,000 | 114,000 | 28,049 | 23,865 | 121,000 | 124,000 | 35,213 |
| RANGER 2.2L 4X2 XLT AT | 1,236,000 | N/A | 82,000 | 29,252 | 25,047 | N/A | 92,000 | 36,559 | N/A | 82,000 | 29,252 | 24,994 | N/A | 92,000 | 36,806 | N/A | 75,000 | 29,355 | 24,976 | N/A | 85,000 | 36,853 |
| RANGER 2.2L 4X2 XLT MT | 1,176,000 | N/A | 108,000 | 27,832 | 23,831 | N/A | 118,000 | 34,784 | N/A | 70,000 | 27,832 | 23,781 | N/A | 80,000 | 35,019 | N/A | 68,000 | 27,930 | 23,764 | N/A | 78,000 | 35,064 |
| RANGER 4X2 XLS AT | 1,092,000 | 118,000 | 120,000 | 25,844 | 22,129 | 127,000 | 129,000 | 32,299 | 93,000 | 104,000 | 25,844 | 22,082 | 102,000 | 113,000 | 32,518 | 96,000 | 107,000 | 25,935 | 22,066 | 110,000 | 116,000 | 32,559 |
| RANGER 4X2 XLS MT | 1,032,000 | N/A | 64,000 | 24,424 | 20,913 | N/A | 73,000 | 30,525 | N/A | 39,000 | 24,424 | 20,869 | N/A | 48,000 | 30,731 | N/A | 42,000 | 24,510 | 20,854 | N/A | 51,000 | 30,770 |
| RANGER XLS SPORT 4X4 MT | 1,211,000 | 122,000 | 142,000 | 28,661 | 24,540 | 132,000 | 152,000 | 35,819 | 109,000 | 109,000 | 28,661 | 24,489 | 119,000 | 119,000 | 36,061 | 98,000 | 118,000 | 28,762 | 24,471 | 113,000 | 128,000 | 36,107 |
| RANGER XLS SPORT 4X2 MT | 1,062,000 | N/A | 116,000 | 25,134 | 21,521 | N/A | 125,000 | 31,412 | 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 |
| NEW RANGER XLS SPORT 4X2 AT | 1,122,000 | N/A | 134,000 | 26,554 | 22,737 | N/A | 143,000 | 33,187 | 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 |
| EVE 2.0 4x4 TITANIUM | 2,299,000 | 276,000 | 288,000 | 54,410 | 46,587 | 295,000 | | 68,000 | 240,000 | 219,000 | 54,410 | 46,489 | 259,000 | | 68,460 | 218,000 | 218,000 | 54,602 | 46,456 | 246,000 | | 68,546 |
| EVE 2.0 4x2 TITANIUM | 1,995,000 | 234,000 | | 47,215 | 40,427 | 250,000 | | 59,008 | 199,000 | | 47,215 | 40,342 | 215,000 | | 59,407 | 192,000 | | 47,382 | 40,313 | 216,000 | | 59,483 |
| NEW EVE 2.2 4x2 TREND A/T | 1,738,000 | 149,000 | | 41,133 | 35,219 | 163,000 | | 51,407 | 120,000 | | 41,133 | 35,145 | 134,000 | | 51,754 | 120,000 | | 41,278 | 35,120 | 141,000 | | 51,820 |
| NEW EVE 2.0 4x2 SPORT A/T | 1,868,000 | 225,000 | | 44,210 | 37,854 | 240,000 | | 55,252 | 205,000 | | 44,210 | 37,774 | 220,000 | | 55,625 | 190,000 | | 44,365 | 37,747 | 213,000 | | 55,696 |
| 2.2L 4x2 Transit | 2,300,000 | 84,000 | | 54,434 | 46,608 | 103,000 | | 68,029 | 45,000 | | 54,434 | 46,510 | 64,000 | | 68,489 | 25,000 | | 54,625 | 46,476 | 53,000 | | 68,576 |
| 2.3L 4x2 Explorer Ecoboost Sport | 2,798,000 | 158,000 | 270,000 | 66,220 | 56,699 | 181,000 | | 82,759 | 127,000 | 195,000 | 66,220 | 56,580 | 150,000 | | 83,319 | 160,000 | 218,000 | 66,453 | 56,539 | 194,000 | | 83,424 |
| 3.5L 4x4 Explorer Ecoboost Sport | 3,178,000 | 140,000 | | 75,213 | 64,399 | 166,000 | | 93,999 | 98,000 | | 75,213 | 64,264 | 124,000 | | 94,634 | 140,000 | | 75,478 | 64,217 | 179,000 | | 94,754 |
| 2.3L Mustang Ecoboost | 2,858,000 | 422,000 | | 67,640 | 57,915 | 445,000 | | 84,534 | 355,000 | | 67,640 | 57,793 | 378,000 | | 85,105 | 357,000 | | 67,878 | 57,751 | 392,000 | | 85,213 |
| 5.0L Mustang FastBack AT | 3,538,000 | 525,000 | | 83,733 | 71,695 | 554,000 | | 104,647 | 434,000 | | 83,733 | 71,544 | 463,000 | | 105,354 | 452,000 | | 84,028 | 71,492 | 495,000 | | 105,488 |
| 5.0L Mustang GT Convertible AT | 3,718,000 | 552,000 | | 87,993 | 75,342 | 582,000 | | 109,971 | 454,000 | | 87,993 | 75,183 | 484,000 | | 110,714 | 474,000 | | 88,303 | 75,129 | 519,000 | | 110,855 |
| Expe 3.5L V6 Ecoboost Platinum | 4,479,000 | 58,000 | 184,000 | 106,003 | 90,763 | 94,000 | | 132,479 | 27,000 | 66,000 | 106,003 | 90,572 | 63,000 | | 133,375 | 69,000 | 89,000 | 106,377 | 90,506 | 123,000 | | 133,544 |
| Expe 3.5L Limited MAX w/ BS | 4,612,000 | 90,000 | 212,000 | 109,151 | 93,458 | 127,000 | | 136,413 | 57,000 | 95,000 | 109,151 | 93,261 | 94,000 | | 137,336 | 99,000 | 119,000 | 109,535 | 93,194 | 155,000 | | 137,510 |
| Free 1st NMI - 60Mos | | | | | | | | | | | | | | | | | | | | | | |

Option 2 - 15% DP - w/ Vespa 125

Yulon Ranger BUNDLE A - 15%DP

RANGER WT-MT, XLT & XLS - People's Gen Ins ON

RAPTOR 2.0L 4X4 A/T - People's Gen Ins - NCR On

Bundle A program MUST NOT be used for Bundle