X-Plan Pricing Examples

**Formula:**

<table>
<thead>
<tr>
<th></th>
<th>Invoice - (0.4% * Invoice) + Administration Fee $275</th>
<th>= X-Plan Price</th>
<th>MSRP</th>
<th>X-Plan Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lincoln</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Invoice + (0.6% * Invoice) + Administration Fee $275</th>
<th>= X-Plan Price</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lincoln</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examples:</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford 2013 Fiesta</td>
<td>$20,143.76</td>
<td>80.58</td>
<td>$275.00</td>
<td>$20,338.18</td>
</tr>
<tr>
<td>Ford 2013 Flex</td>
<td>$38,916.87</td>
<td>155.67</td>
<td>$275.00</td>
<td>$39,036.20</td>
</tr>
<tr>
<td>Lincoln 2013 MKX</td>
<td>$43,149.87</td>
<td>258.90</td>
<td>$275.00</td>
<td>$43,683.77</td>
</tr>
</tbody>
</table>

$275 Administration Fee for 2010MY and greater vehicles, $75 Administration Fee for 2009MY and prior vehicles.
This invoice may not reflect the final cost of the vehicle in view of the possibility of future rebates, allowances, discounts and incentive awards from Ford Motor Company to the dealer.
This Invoice may not reflect the final cost of the vehicle in view of the possibility of future rebates, allowances, discounts and incentive awards from Ford Motor Company to the dealer.

**Invoice**

**MSRP**

This invoice to be used for the billing of vehicles only

Dealer's copy
This invoice may not reflect the final cost of the vehicle in view of the possibility of future rebates, allowances, discounts and incentive awards from Ford Motor Company to the dealer.