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Q2 2012 MOTABILITY PRICING

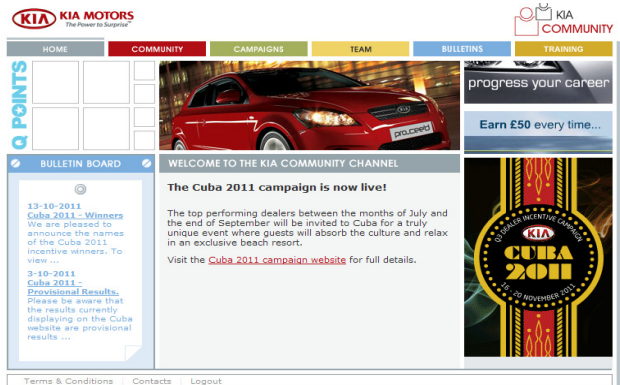


Q2 2012 brings highly competitive offers for Dealers through the Motability Scheme.

Across the range we are pleased to offer an outstanding range of deals on the Motability Scheme. As well as offering a wide range of models available from Nil advance payment (New Picanto, New Rio, Soul, Venga, cee'd, pro_ cee'd and cee'd SW) we now have a significant opportunity on Sportage which boasts some extremely competitive Advance payments (from just £699).

Notes on KMUK Offering

- Please note that the New Rio 1.25 '1' and New Rio 1.1 CRDi '1' EcoDynamics will not be available on Motability.
- Metallic and Non Metallic vehicles continue to be available on the scheme as the same advance payments. Where a metallic paint vehicle is supplied via Motability KMUK will make a payment via KIMS to cover the cost of metallic, Motability will pay out based on the non metallic price of the vehicle.
- Motability registrations count towards all dealer objectives, and will earn 3% margin (3% margin is based on the Basic Price excluding metallic paint).
- The £50 Salesman Voucher continues to be available on all Motability registrations and can be claimed via www.kiacommunity.co.uk.



What are the main points of the Scheme proposition changes announced by Motability in October?

- All nominated drivers must live within 5 miles of customer
- Drivers under 21 must live with customer
- Drivers under 25 restricted to ABI Group 16 and 115 Brake Horse Power or less
- Car choice revised - Advance Payments under £2,000, which are equivalent to less than £25,000 retail. These means that KMUK are no longer able to offer Sorento, Sedona and certain Sportage derivatives on the scheme.
- Increased emphasis on Scheme protection/reporting abuse
- Motability have also made some changes to their Standards and Measurements for 2012, these are summarised in the booklet attached below.





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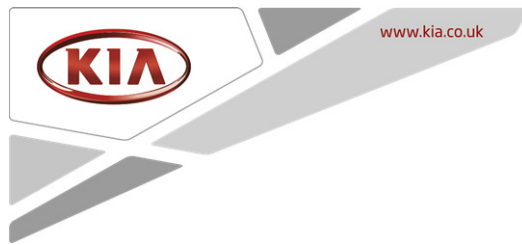
| Model | Full Description | Civ Profile | Civ AP | Civ Allowance | WP Profile | WP AP | WP Allowance |
|-------------------------------|-----------------------------------|-------------|-----------|---------------|------------|---------|--------------|
| New Picanto 3 Door | New Picanto 1.0 1 3d | SOV2 | £0.00 | £43.50 | 6EZA | £0.00 | £43.45 |
| | New Picanto 1.0 1 AIR 3d | 5R3Z | £0.00 | £44.50 | DLHY | £0.00 | £44.45 |
| | New Picanto 1.25 Equinox 3d HB | QON0 | £0.00 | £52.00 | 8WNO | £0.00 | £51.94 |
| | New Picanto 1.25 Halo Ecodyn 3d | IH71 | £0.00 | £52.00 | ACT2 | £0.00 | £51.94 |
| | New Picanto 1.25 Halo 3d HB AT | OFFP | £0.00 | £54.05 | PIYM | £0.00 | £53.99 |
| New Picanto 5 Door | New Picanto 1.0 1 5d | 1I2M | £0.00 | £44.00 | DLTQ | £0.00 | £43.95 |
| | New Picanto 1.0 1 Air 5d | HU2G | £0.00 | £45.00 | PRUN | £0.00 | £44.95 |
| | New Picanto 1.0 2 5d | 92ZC | £0.00 | £46.00 | 8CAL | £0.00 | £45.95 |
| | New Picanto 1.25 2 5d | P4MS | £0.00 | £48.00 | £595.00 | £0.00 | £47.95 |
| | New Picanto 1.25 2 5d AT | YCUV | £0.00 | £50.00 | PEJP | £0.00 | £49.94 |
| | New Picanto 1.25 3 5d | 8HHT | £0.00 | £50.00 | 9LB4 | £0.00 | £49.94 |
| Rio | Rio 1.25 1 AIR 5d | CV4W | £0.00 | £53.00 | 233X | £0.00 | £52.94 |
| | Rio 1.1 CRDi 1 AIR EcoDynamics 5d | H3TK | £199.00 | T/A | IS9P | £0.00 | £56.26 |
| | Rio 1.25 2 5d | OAF4 | £0.00 | £54.05 | D04E | £0.00 | £53.99 |
| | Rio 1.4 2 5d HB | UCD6 | £199.00 | T/A | UIZ1 | £0.00 | £56.26 |
| | Rio 1.4 2 AT 5d | 3BPG | £649.00 | T/A | 2B38 | £0.00 | £59.29 |
| | Rio 1.1 CRDi 2 EcoDynamics 5d | PC8P | £149.00 | T/A | XR11 | £0.00 | £55.92 |
| | Rio 1.4 CRDi 2 EcoDynamics 5d | WB9C | £499.00 | T/A | HT9Q | £0.00 | £58.28 |
| | Rio 1.4 3 Hb 5d | XSCY | £549.00 | T/A | 2TG8 | £0.00 | £58.62 |
| Rio 1.4 CRDi 3 EcoDynamics 5d | 9N7M | £699.00 | T/A | P5FC | £0.00 | £59.63 | |
| Venga | Venga 1.4 1 Air EcoDyn Hb 5d | XPSZ | £0.00 | £52.05 | IHM5 | £0.00 | £51.99 |
| | Venga 1.4 CRDi 1 Air Hb 5d | XHAL | £0.00 | £54.05 | YZ7M | £0.00 | £53.99 |
| | Venga 1.4 2 5d | YEMS | £0.00 | £54.05 | PARF | £0.00 | £53.99 |
| | Venga 1.4 2 EcoDyn Hb 5d | 7T8C | £0.00 | £53.05 | GQGC | £0.00 | £52.99 |
| | Venga 1.4 CRDi 2 EcoDynamics 5d | 0AJG | £0.00 | £54.05 | 4RXN | £0.00 | £53.99 |
| | Venga 1.6 2 AT 5d | WA5M | £0.00 | T/A | B8DA | £0.00 | £54.91 |
| | Venga 1.4 CRDi 2 Hb 5d | LX0Z | £0.00 | T/A | MCT3 | £0.00 | £54.91 |
| | Venga 1.6 3 EcoDyn Hb 5d | 00FH | £499.00 | T/A | 84D3 | £0.00 | £58.28 |
| | Venga 1.6 3 5d AT | MTD0 | £399.00 | T/A | DRGN | £0.00 | £57.60 |
| | Venga 1.6 CRDi 3 EcoDyn Hb 5d | F3QN | £749.00 | T/A | H5DS | £0.00 | £59.97 |
| | Venga 1.6 3 EcoDyn SN 5d Hb | UFKO | £799.00 | T/A | SZ4G | £0.00 | £60.30 |
| | Venga 1.6 3 SN 5d Hb AT | 4VZM | £599.00 | T/A | IV0Z | £0.00 | £58.95 |
| | Venga 1.6 CRDi 3 EcoDyn SN 5d Hb | IJYL | £1,049.00 | T/A | 1MDI | £84.00 | T/A |
| Soul Facelift | 1.6 GDi Facelift Soul '1' | 700P | £0.00 | £52.50 | F5WY | £0.00 | £52.44 |
| | 1.6 GDi Facelift Soul '2' | SHBE | £99.00 | T/A | YJTS | £0.00 | £55.58 |
| | 1.6 CRDi Facelift Soul '2' | UJ73 | £499.00 | T/A | 91PJ | £0.00 | £58.28 |
| | 1.6 CRDi Facelift Soul '2' Auto | T8WJ | £749.00 | T/A | 7THN | £0.00 | £59.97 |
| | Soul 1.6 GDi Hunter 5d Hb | TFX0 | £499.00 | T/A | HPKS | £0.00 | £58.28 |
| | Soul 1.6 CRDi Hunter 5d Hb | R34Z | £749.00 | T/A | QMGL | £0.00 | £59.97 |
| | Soul 1.6 CRDi Hunter 5d Hb AT | V5JL | £999.00 | T/A | OLYR | £34.00 | T/A |
| | Soul 1.6 GDi Quantum 5d Hb | EEBQ | £749.00 | T/A | SMBN | £0.00 | £59.97 |
| | Soul 1.6 CRDi Quantum 5d Hb | COB9 | £999.00 | T/A | ZSWK | £34.00 | T/A |
| | Soul 1.6 CRDi Quantum 5d Hb AT | UF63 | £1,249.00 | T/A | JAWB | £284.00 | T/A |



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| Model | Full Description | Civ Profile | Civ AP | Civ Allowance | WP Profile | WP AP | WP Allowance |
|----------------------------|-----------------------------|-------------|-----------|---------------|------------|-----------|--------------|
| pro_ceed | pro_ceed 1.4 1 3d | MCKH | £0.00 | £49.00 | HLXD | £0.00 | £48.95 |
| | pro_ceed 1.6 2 3d | ZGP4 | £0.00 | £51.50 | SKAZ | £0.00 | £51.44 |
| | pro_ceed 1.6 2 3d AT | HJGI | £0.00 | £53.00 | TAUH | £0.00 | £52.94 |
| | pro_ceed 1.6 CRDi 2 3d | Q03C | £0.00 | £54.05 | K2CH | £0.00 | £53.99 |
| | pro_ceed 1.6 CRDi EcoDyn 3d | X7FK | £0.00 | £54.05 | 5WX8 | £0.00 | £53.99 |
| | pro_ceed 1.6 3 3d | ECQ9 | £99.00 | T/A | QKR8 | £0.00 | £55.58 |
| | pro_ceed 1.6 CRDi 3 3d | QK6R | £249.00 | T/A | AIU4 | £0.00 | £56.59 |
| Pro_ceed 1.6 CRDi 126 4 3d | 4TZ5 | £899.00 | T/A | RZ1D | £88.00 | £60.38 | |
| cee'd (5 Door) | ceed 1.4 1 5d | XZU9 | £0.00 | £51.00 | M1FZ | £0.00 | £50.94 |
| | ceed 1.6 1 5d AT | 7LI3 | £299.00 | T/A | PHXA | £0.00 | £56.93 |
| | ceed 1.6 CRDi 1 5d | XJX4 | £0.00 | T/A | E387 | £0.00 | £54.91 |
| | ceed 1.6 2 5d HB | 08WI | £0.00 | £54.05 | A09P | £0.00 | £53.99 |
| | ceed 1.6 2 5d AT | 01V1 | £499.00 | T/A | ADBZ | £0.00 | £58.28 |
| | ceed 1.6 CRDi 2 5d | 0WIM | £0.00 | £54.05 | 0N9D | £0.00 | £53.99 |
| | ceed 1.6 CRDi 88 EcoDyn 5d | C7ZD | £0.00 | £54.05 | 88QM | £0.00 | £53.99 |
| | cee'd 1.6 CRDi 2 5d AT Hb | SUQP | £0.00 | T/A | XSPH | £0.00 | £54.91 |
| | ceed 1.6 3 5d HB | QCTN | £399.00 | T/A | XEAK | £0.00 | £57.60 |
| | ceed 1.6 CRDi 3 5d | KPTK | £449.00 | T/A | ZWCA | £0.00 | £57.94 |
| | ceed 1.6 CRDi 3 5d AT | 1MDN | £549.00 | T/A | YBLM | £0.00 | £58.62 |
| ceed 1.6 CRDi 4 5d | U5BQ | £999.00 | T/A | XKDF | £34.00 | T/A | |
| cee'd SW | ceed 1.6 2 5d Est | EHXL | £99.00 | T/A | QVQC | £0.00 | £55.58 |
| | ceed 1.6 2 Est AT | P8EJ | £599.00 | T/A | XBTZ | £0.00 | £58.95 |
| | ceed 1.6 CRDi 2 Est | 5G2U | £0.00 | T/A | AV0Z | £0.00 | £54.91 |
| | ceed1.6 CRDi 88 EcoDyn Est | TI4B | £0.00 | T/A | QWUS | £0.00 | £54.91 |
| | cee'd 1.6 CRDi 2 5d AT EST | MDXS | £0.00 | T/A | PW6D | £0.00 | £54.91 |
| | ceed 1.6 3 5d Est | UE6P | £599.00 | T/A | IS1N | £0.00 | £58.95 |
| | ceed 1.6 CRDi 3 Est | UEJM | £699.00 | T/A | ZH0F | £0.00 | £59.63 |
| | ceed 1.6 CRDi 3 Est AT | W7AO | £699.00 | T/A | 92BK | £0.00 | £59.63 |
| | ceed 1.6CRDi 4 Est | EGVY | £1,199.00 | T/A | QV2Y | £234.00 | T/A |
| | ceed 1.6TD 4 5d Est AT | Z5W9 | £1,199.00 | T/A | 9M3Y | £234.00 | T/A |
| Carens | Carens 1.6 1 5st | 3UWO | £899.00 | T/A | KSV0 | £89.00 | £60.38 |
| | Carens 1.6 CRDi 1 5st | SLPD | £999.00 | T/A | QH0X | £34.00 | T/A |
| | Carens 1.6 CRDi 2 7st | ZPMM | £1,299.00 | T/A | HTJE | £334.00 | T/A |
| | Carens 1.6 CRDi 3 7st | 8DK8 | £1,699.00 | T/A | 1WTK | £734.00 | T/A |
| Sportage | Sportage 1.6 GDi 1 2WD | X2A9 | £1,299.00 | T/A | 6AZL | £334.00 | T/A |
| | Sportage 1.7 CRDi 1 2WD | 0W52 | £699.00 | T/A | 6HB7 | £0.00 | £59.63 |
| | Sportage 1.6 GDi 2 2WD | P1Q8 | £1,799.00 | T/A | WB7Y | £834.00 | T/A |
| | Sportage 1.7 CRDi 2 2WD | IQ3N | £1,099.00 | T/A | PBRB | £134.00 | T/A |
| | Sportage 1.7 CRDi 3 2WD | D8ZJ | £1,799.00 | T/A | VV73 | £834.00 | T/A |
| | Sportage 2.0 CRDi KX-2 AT | ODTL | £2,999.00 | T/A | 86RB | £2,035.00 | T/A |



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| Model | Full Description | VTN | Basic Price (NM) | Discount to MO (5%) | Net Price | Delivery & Plates | Total | VAT (20%) | Invoice Price To MO | Dealer Margin (3%) | Civ Profile | Civ AP | Civ Allowance | WP Profile | WP AP | WP Allowance |
|----------------------------------|-----------------------------------|------------|------------------|---------------------|------------|-------------------|------------|------------|---------------------|--------------------|-------------|-----------|---------------|------------|---------|--------------|
| New Picanto 3 Door | New Picanto 1.0 1 3d | 744185 | £5,954.17 | £297.71 | £5,656.46 | £495.83 | £6,152.29 | £1,230.46 | £7,382.75 | £178.63 | SOV2 | £0.00 | £43.50 | 6EZA | £0.00 | £43.45 |
| | New Picanto 1.0 1 AIR 3d | 744184 | £6,454.17 | £322.71 | £6,131.46 | £495.83 | £6,627.29 | £1,325.46 | £7,952.75 | £193.63 | 5R3Z | £0.00 | £44.50 | DLHY | £0.00 | £44.45 |
| | New Picanto 1.25 Equinox 3d HB | 744181 | £9,204.17 | £460.21 | £8,743.96 | £495.83 | £9,239.79 | £1,847.96 | £11,087.75 | £276.13 | QONO | £0.00 | £52.00 | 8WNO | £0.00 | £51.94 |
| | New Picanto 1.25 Halo Ecodyn 3d | 744183 | £9,204.17 | £460.21 | £8,743.96 | £495.83 | £9,239.79 | £1,847.96 | £11,087.75 | £276.13 | IH71 | £0.00 | £52.00 | ACT2 | £0.00 | £51.94 |
| | New Picanto 1.25 Halo 3d HB AT | 744182 | £9,704.17 | £485.21 | £9,218.96 | £495.83 | £9,714.79 | £1,942.96 | £11,657.75 | £291.13 | OFFP | £0.00 | £54.05 | PIYM | £0.00 | £53.99 |
| New Picanto 5 Door | New Picanto 1.0 1 5d | 745706 | £6,120.83 | £306.04 | £5,814.79 | £495.83 | £6,310.62 | £1,262.12 | £7,572.75 | £183.62 | 1I2M | £0.00 | £44.00 | DLTQ | £0.00 | £43.95 |
| | New Picanto 1.0 1 Air 5d | 745705 | £6,620.83 | £331.04 | £6,289.79 | £495.83 | £6,785.62 | £1,357.12 | £8,142.75 | £198.62 | HU2G | £0.00 | £45.00 | PRUN | £0.00 | £44.95 |
| | New Picanto 1.0 2 5d | 745704 | £7,454.17 | £372.71 | £7,081.46 | £495.83 | £7,577.29 | £1,515.46 | £9,092.75 | £223.63 | 922C | £0.00 | £46.00 | 8CAL | £0.00 | £45.95 |
| | New Picanto 1.25 2 5d | 745702 | £7,954.17 | £397.71 | £7,556.46 | £495.83 | £8,052.29 | £1,610.46 | £9,662.75 | £238.63 | P4MS | £0.00 | £48.00 | 595 | £0.00 | £47.95 |
| | New Picanto 1.25 2 5d AT | 745701 | £8,454.17 | £422.71 | £8,031.46 | £495.83 | £8,527.29 | £1,705.46 | £10,232.75 | £253.63 | YCUV | £0.00 | £50.00 | PEJP | £0.00 | £49.94 |
| | New Picanto 1.25 3 5d | 745699 | £8,787.50 | £439.38 | £8,348.13 | £495.83 | £8,843.96 | £1,768.79 | £10,612.75 | £263.63 | 8HHT | £0.00 | £50.00 | 9LB4 | £0.00 | £49.94 |
| New Rio | Rio 1.25 1 AIR 5d | 744438 | £8,954.17 | £447.71 | £8,506.46 | £495.83 | £9,002.29 | £1,800.46 | £10,802.75 | £268.63 | CV4W | £0.00 | £53.00 | 233X | £0.00 | £52.94 |
| | Rio 1.1 CRDi 1 AIR EcoDynamics 5d | 744436 | £10,037.50 | £501.88 | £9,535.63 | £495.83 | £10,031.46 | £2,006.29 | £12,037.75 | £301.13 | H3TK | £199.00 | T/A | IS9P | £0.00 | £56.26 |
| | Rio 1.25 2 5d | 744435 | £9,870.83 | £493.54 | £9,377.29 | £495.83 | £9,873.12 | £1,974.62 | £11,847.75 | £296.12 | OAF4 | £0.00 | £54.05 | DO4E | £0.00 | £53.99 |
| | Rio 1.4 2 5d HB | 744434 | £10,370.83 | £518.54 | £9,852.29 | £495.83 | £10,348.12 | £2,069.62 | £12,417.75 | £311.12 | UCD6 | £199.00 | T/A | UIZ1 | £0.00 | £56.26 |
| | Rio 1.4 2 AT 5d | 744433 | £11,095.83 | £554.79 | £10,541.04 | £495.83 | £11,036.87 | £2,207.37 | £13,244.25 | £332.87 | 3BP6 | £649.00 | T/A | 2B38 | £0.00 | £59.29 |
| | Rio 1.1 CRDi 2 EcoDynamics 5d | 744432 | £10,954.17 | £547.71 | £10,406.46 | £495.83 | £10,902.29 | £2,180.46 | £13,082.75 | £328.63 | PC8P | £149.00 | T/A | XR11 | £0.00 | £55.92 |
| | Rio 1.4 CRDi 2 EcoDynamics 5d | 744431 | £11,287.50 | £564.38 | £10,723.13 | £495.83 | £11,218.96 | £2,243.79 | £13,462.75 | £338.63 | WB9C | £499.00 | T/A | HT9Q | £0.00 | £58.28 |
| | Rio 1.4 3 Hb 5d | 744430 | £10,954.17 | £547.71 | £10,406.46 | £495.83 | £10,902.29 | £2,180.46 | £13,082.75 | £328.63 | XSCY | £549.00 | T/A | 2TG8 | £0.00 | £58.62 |
| Rio 1.4 CRDi 3 EcoDynamics 5d | 744429 | £11,870.83 | £593.54 | £11,277.29 | £495.83 | £11,773.12 | £2,354.62 | £14,127.75 | £356.12 | 9N7M | £699.00 | T/A | P5FC | £0.00 | £59.63 | |
| Venga | Venga 1.4 1 Air EcoDyn Hb 5d | 743385 | £9,787.50 | £489.38 | £9,298.13 | £495.83 | £9,793.96 | £1,958.79 | £11,752.75 | £293.63 | XPSZ | £0.00 | £52.05 | IHM5 | £0.00 | £51.99 |
| | Venga 1.4 CRDi 1 Air Hb 5d | 743384 | £10,870.83 | £543.54 | £10,327.29 | £495.83 | £10,823.12 | £2,164.62 | £12,987.75 | £326.12 | XHAL | £0.00 | £54.05 | Y27M | £0.00 | £53.99 |
| | Venga 1.4 2 5d | 753681 | £10,179.17 | £508.96 | £9,670.21 | £495.83 | £10,166.04 | £2,033.21 | £12,199.25 | £305.38 | YEMS | £0.00 | £54.05 | PARF | £0.00 | £53.99 |
| | Venga 1.4 2 EcoDyn Hb 5d | 743383 | £10,704.17 | £535.21 | £10,168.96 | £495.83 | £10,664.79 | £2,132.96 | £12,797.75 | £321.13 | 7T8C | £0.00 | £53.05 | GQCX | £0.00 | £52.99 |
| | Venga 1.4 CRDi 2 EcoDynamics 5d | 753679 | £11,370.83 | £568.54 | £10,802.29 | £495.83 | £11,298.12 | £2,259.62 | £13,557.75 | £341.12 | OAJG | £0.00 | £54.05 | 4RXN | £0.00 | £53.99 |
| | Venga 1.6 2 AT 5d | 753680 | £12,150.00 | £607.50 | £11,542.50 | £495.83 | £12,038.33 | £2,407.67 | £14,446.00 | £364.50 | WASM | £0.00 | T/A | B8DA | £0.00 | £54.91 |
| | Venga 1.4 CRDi 2 Hb 5d | 743382 | £11,787.50 | £589.38 | £11,198.13 | £495.83 | £11,693.96 | £2,338.79 | £14,032.75 | £353.63 | LXOZ | £0.00 | T/A | MCT3 | £0.00 | £54.91 |
| | Venga 1.6 3 EcoDyn Hb 5d | 743381 | £12,425.00 | £621.25 | £11,803.75 | £495.83 | £12,299.58 | £2,459.92 | £14,759.50 | £372.75 | 00FH | £499.00 | T/A | 84D3 | £0.00 | £58.28 |
| | Venga 1.6 3 5d AT | 750245 | £13,300.00 | £665.00 | £12,635.00 | £495.83 | £13,130.83 | £2,626.17 | £15,757.00 | £399.00 | MTD0 | £399.00 | T/A | DRGN | £0.00 | £57.60 |
| | Venga 1.6 CRDi 3 EcoDyn Hb 5d | 743380 | £13,604.17 | £680.21 | £12,923.96 | £495.83 | £13,419.79 | £2,683.96 | £16,103.75 | £408.13 | F3QN | £749.00 | T/A | H5D5 | £0.00 | £59.97 |
| | Venga 1.6 3 EcoDyn SN 5d Hb | 743379 | £13,254.17 | £662.71 | £12,591.46 | £495.83 | £13,087.29 | £2,617.46 | £15,704.75 | £397.63 | UFKO | £799.00 | T/A | S24G | £0.00 | £60.30 |
| | Venga 1.6 3 SN 5d Hb AT | 743378 | £14,129.17 | £706.46 | £13,422.71 | £495.83 | £13,918.54 | £2,783.71 | £16,702.25 | £423.88 | 4VZM | £599.00 | T/A | IV0Z | £0.00 | £58.95 |
| Venga 1.6 CRDi 3 EcoDyn SN 5d Hb | 743377 | £14,433.33 | £721.67 | £13,711.66 | £495.83 | £14,207.50 | £2,841.50 | £17,049.00 | £433.00 | IJYL | £1,049.00 | T/A | 1MDI | £84.00 | T/A | |
| FL Soul | 1.6 GDI Facelift Soul '1' | 744741 | £9,762.50 | £488.13 | £9,274.38 | £495.83 | £9,770.21 | £1,954.04 | £11,724.25 | £292.88 | 70OP | £0.00 | £52.50 | FSWY | £0.00 | £52.44 |
| | 1.6 GDI Facelift Soul '2' | 744740 | £10,679.17 | £533.96 | £10,145.21 | £495.83 | £10,641.04 | £2,128.21 | £12,769.25 | £320.38 | SHBE | £99.00 | T/A | YJTS | £0.00 | £55.58 |
| | 1.6 CRDi Facelift Soul '2' | 744739 | £11,704.17 | £585.21 | £11,118.96 | £495.83 | £11,614.79 | £2,322.96 | £13,937.75 | £351.13 | UJ73 | £499.00 | T/A | 91PJ | £0.00 | £58.28 |
| | 1.6 CRDi Facelift Soul '2' Auto | 744738 | £12,483.33 | £624.17 | £11,859.16 | £495.83 | £12,355.00 | £2,471.00 | £14,826.00 | £374.50 | T8WJ | £749.00 | T/A | 7THN | £0.00 | £59.97 |
| | Soul 1.6 GDI Hunter 5d Hb | 744023 | £11,929.17 | £596.46 | £11,332.71 | £495.83 | £11,828.54 | £2,365.71 | £14,194.25 | £357.88 | TFX0 | £499.00 | T/A | HPKS | £0.00 | £58.28 |
| | Soul 1.6 CRDi Hunter 5d Hb | 744022 | £12,954.17 | £647.71 | £12,306.46 | £495.83 | £12,802.29 | £2,560.46 | £15,362.75 | £388.63 | R34Z | £749.00 | T/A | QMGL | £0.00 | £59.97 |
| | Soul 1.6 CRDi Hunter 5d Hb AT | 744021 | £13,733.33 | £686.67 | £13,046.66 | £495.83 | £13,542.50 | £2,708.50 | £16,251.00 | £412.00 | V5JL | £999.00 | T/A | OLYR | £34.00 | T/A |
| | Soul 1.6 GDI Quantum 5d Hb | 744020 | £12,345.83 | £617.29 | £11,728.54 | £495.83 | £12,224.37 | £2,444.87 | £14,669.25 | £370.37 | EEBQ | £749.00 | T/A | SMBN | £0.00 | £59.97 |
| | Soul 1.6 CRDi Quantum 5d Hb | 744019 | £13,370.83 | £668.54 | £12,702.29 | £495.83 | £13,198.12 | £2,639.62 | £15,837.75 | £401.12 | COB9 | £999.00 | T/A | ZSWK | £34.00 | T/A |
| | Soul 1.6 CRDi Quantum 5d Hb AT | 744018 | £14,150.00 | £707.50 | £13,442.50 | £495.83 | £13,938.33 | £2,787.67 | £16,726.00 | £424.50 | UF63 | £1,249.00 | T/A | JAWB | £284.00 | T/A |
| pro_ceed | pro_ceed 1.4 1 | 744760 | £10,441.67 | £522.08 | £9,919.59 | £495.83 | £10,415.42 | £2,083.08 | £12,498.50 | £313.25 | MCKH | £0.00 | £49.00 | HLXD | £0.00 | £48.95 |
| | pro_ceed 1.6 2 | 744759 | £11,512.50 | £575.63 | £10,936.88 | £495.83 | £11,432.71 | £2,286.54 | £13,719.25 | £345.38 | ZGP4 | £0.00 | £51.50 | SKAZ | £0.00 | £51.44 |
| | pro_ceed 1.6 2 AT | 744758 | £12,400.00 | £620.00 | £11,780.00 | £495.83 | £12,275.83 | £2,455.17 | £14,731.00 | £372.00 | HJGI | £0.00 | £53.00 | TAUH | £0.00 | £52.94 |
| | pro_ceed 1.6 CRDi 113 2 3d | 744755 | £12,620.83 | £631.04 | £11,989.79 | £495.83 | £12,485.62 | £2,497.12 | £14,982.75 | £378.62 | Q03C | £0.00 | £54.05 | K2CH | £0.00 | £53.99 |
| | pro_ceed 1.6 CRDi Eco 3d | 744756 | £12,620.83 | £631.04 | £11,989.79 | £495.83 | £12,485.62 | £2,497.12 | £14,982.75 | £378.62 | X7FK | £0.00 | £54.05 | 5WX8 | £0.00 | £53.99 |
| | pro_ceed 1.6 3 | 744757 | £12,679.17 | £633.96 | £12,045.21 | £495.83 | £12,541.04 | £2,508.21 | £15,049.25 | £380.38 | ECQ9 | £99.00 | T/A | QKR8 | £0.00 | £55.58 |
| | pro_ceed 1.6 CRDi 113 3 3d | 744754 | £13,787.50 | £689.38 | £13,098.13 | £495.83 | £13,593.96 | £2,718.79 | £16,312.75 | £413.63 | QKGR | £249.00 | T/A | AU4 | £0.00 | £56.59 |
| | pro_ceed 1.6 CRDi 126 4 3d | 744753 | £15,287.50 | £764.38 | £14,523.13 | £495.83 | £15,018.96 | £3,003.79 | £18,022.75 | £458.63 | 4T25 | £899.00 | T/A | RZ1D | £88.00 | £60.38 |



Q2 2012 MOTABILITY PRICING



| Model | Full Description | VTN | Basic Price (NM) | Discount to MO (5%) | Net Price | Delivery & Plates | Total | VAT (20%) | Invoice Price To MO | Dealer Margin (3%) | Civ Profile | Civ AP | Civ Allowance | WP Profile | WP AP | WP Allowance |
|----------------|-----------------------------|--------|------------------|---------------------|------------|-------------------|-------------------|-----------|---------------------|--------------------|-------------|-----------|---------------|------------|-----------|--------------|
| cee'd (5 Door) | ceed 1.4 1 5d | 756125 | £10,608.33 | £530.42 | £10,077.91 | £495.83 | £10,573.75 | £2,114.75 | £12,688.50 | £318.25 | XZU9 | £0.00 | £51.00 | M1FZ | £0.00 | £50.94 |
| | ceed 1.6 1 5d AT | 756124 | £11,483.33 | £574.17 | £10,909.16 | £495.83 | £11,405.00 | £2,281.00 | £13,686.00 | £344.50 | 7L13 | £299.00 | T/A | PHXA | £0.00 | £56.93 |
| | ceed 1.6 CRDi 1 5d | 756115 | £11,704.17 | £585.21 | £11,118.96 | £495.83 | £11,614.79 | £2,322.96 | £13,937.75 | £351.13 | XJX4 | £0.00 | T/A | E387 | £0.00 | £54.91 |
| | ceed 1.6 2 5d HB | 744751 | £11,679.17 | £583.96 | £11,095.21 | £495.83 | £11,591.04 | £2,318.21 | £13,909.25 | £350.38 | 08WI | £0.00 | £54.05 | A09P | £0.00 | £53.99 |
| | ceed 1.6 2 5d AT | 756120 | £12,566.67 | £628.33 | £11,938.34 | £495.83 | £12,434.17 | £2,486.83 | £14,921.00 | £377.00 | 01V1 | £499.00 | T/A | ADBZ | £0.00 | £58.28 |
| | ceed 1.6 CRDi 2 5d | 756113 | £12,787.50 | £639.38 | £12,148.13 | £495.83 | £12,643.96 | £2,528.79 | £15,172.75 | £383.63 | 0WIM | £0.00 | £54.05 | 0N9D | £0.00 | £53.99 |
| | ceed 1.6 CRDi 88 EcoDyn 5d | 756116 | £12,787.50 | £639.38 | £12,148.13 | £495.83 | £12,643.96 | £2,528.79 | £15,172.75 | £383.63 | C7ZD | £0.00 | £54.05 | 88QM | £0.00 | £53.99 |
| | cee'd 1.6 CRDi 2 5d AT Hb | 742764 | £13,595.83 | £679.79 | £12,916.04 | £495.83 | £13,411.87 | £2,682.37 | £16,094.25 | £407.87 | SUQP | £0.00 | T/A | XSPH | £0.00 | £54.91 |
| | ceed 1.6 3 5d HB | 744750 | £12,845.83 | £642.29 | £12,203.54 | £495.83 | £12,699.37 | £2,539.87 | £15,239.25 | £385.37 | QCTN | £399.00 | T/A | XEAK | £0.00 | £57.60 |
| | ceed 1.6 CRDi 3 5d | 756110 | £13,954.17 | £697.71 | £13,256.46 | £495.83 | £13,752.29 | £2,750.46 | £16,502.75 | £418.63 | KPTK | £449.00 | T/A | ZWCA | £0.00 | £57.94 |
| | ceed 1.6 CRDi 3 5d AT | 756109 | £14,762.50 | £738.13 | £14,024.38 | £495.83 | £14,520.21 | £2,904.04 | £17,424.25 | £442.88 | 1MDN | £549.00 | T/A | YBLM | £0.00 | £58.62 |
| | ceed 1.6 CRDi 4 5d | 744032 | £15,454.17 | £772.71 | £14,681.46 | £495.83 | £15,177.29 | £3,035.46 | £18,212.75 | £463.63 | USBQ | £999.00 | T/A | XKDF | £34.00 | T/A |
| cee'd SW | ceed 1.6 2 5d Est | 744749 | £12,470.83 | £623.54 | £11,847.29 | £495.83 | £12,343.12 | £2,468.62 | £14,811.75 | £374.12 | EHXL | £99.00 | T/A | QVQC | £0.00 | £55.58 |
| | ceed 1.6 2 Est AT | 756122 | £13,358.33 | £667.92 | £12,690.41 | £495.83 | £13,186.25 | £2,637.25 | £15,823.50 | £400.75 | P8EJ | £599.00 | T/A | XBTZ | £0.00 | £58.95 |
| | ceed 1.6 CRDi 2 Est | 756114 | £13,579.17 | £678.96 | £12,900.21 | £495.83 | £13,396.04 | £2,679.21 | £16,075.25 | £407.38 | 5G2U | £0.00 | T/A | AVOZ | £0.00 | £54.91 |
| | ceed 1.6 CRDi 88 EcoDyn Est | 756117 | £13,579.17 | £678.96 | £12,900.21 | £495.83 | £13,396.04 | £2,679.21 | £16,075.25 | £407.38 | T14B | £0.00 | T/A | QWUS | £0.00 | £54.91 |
| | cee'd 1.6 CRDi 2 5d AT EST | 742765 | £14,358.33 | £717.92 | £13,640.41 | £495.83 | £14,136.25 | £2,827.25 | £16,963.50 | £430.75 | MDXS | £0.00 | T/A | PW6D | £0.00 | £54.91 |
| | ceed 1.6 3 5d Est | 744748 | £13,775.00 | £688.75 | £13,086.25 | £495.83 | £13,582.08 | £2,716.42 | £16,298.50 | £413.25 | UE6P | £599.00 | T/A | IS1N | £0.00 | £58.95 |
| | ceed 1.6 CRDi 3 Est | 756112 | £14,912.50 | £745.63 | £14,166.88 | £495.83 | £14,662.71 | £2,932.54 | £17,595.25 | £447.38 | UEJM | £699.00 | T/A | ZHOF | £0.00 | £59.63 |
| | ceed 1.6 CRDi 3 Est AT | 756111 | £15,691.67 | £784.58 | £14,907.09 | £495.83 | £15,402.92 | £3,080.58 | £18,483.50 | £470.75 | W7AO | £699.00 | T/A | 92BK | £0.00 | £59.63 |
| | ceed 1.6 CRDi 4 Est | 744029 | £16,412.50 | £820.63 | £15,591.88 | £495.83 | £16,087.71 | £3,217.54 | £19,305.25 | £492.38 | EGVY | £1,199.00 | T/A | QV2Y | £234.00 | T/A |
| | ceed 1.6TD 4 5d Est AT | 743760 | £17,191.67 | £859.58 | £16,332.09 | £495.83 | £16,827.92 | £3,365.58 | £20,193.50 | £515.75 | Z5W9 | £1,199.00 | T/A | 9M3Y | £234.00 | T/A |
| Carens | Carens 1.6 1 5st | 750240 | £11,483.33 | £574.17 | £10,909.16 | £495.83 | £11,405.00 | £2,281.00 | £13,686.00 | £344.50 | 3UW0 | £899.00 | T/A | KSV0 | £89.00 | £60.38 |
| | Carens 1.6 CRDi 1 5st | 750239 | £12,679.17 | £633.96 | £12,045.21 | £495.83 | £12,541.04 | £2,508.21 | £15,049.25 | £380.38 | SLPD | £999.00 | T/A | QH0X | £34.00 | T/A |
| | Carens 1.6 CRDi 2 7st | 750238 | £13,929.17 | £696.46 | £13,232.71 | £495.83 | £13,728.54 | £2,745.71 | £16,474.25 | £417.88 | ZPMM | £1,299.00 | T/A | HTJE | £334.00 | T/A |
| | Carens 1.6 CRDi 3 7st | 750237 | £15,179.17 | £758.96 | £14,420.21 | £495.83 | £14,916.04 | £2,983.21 | £17,899.25 | £455.38 | 8DK8 | £1,699.00 | T/A | 1WTK | £734.00 | T/A |
| Sportage | Sportage 1.6 GDi 1 2WD | 748325 | £13,762.50 | £688.13 | £13,074.38 | £495.83 | £13,570.21 | £2,714.04 | £16,284.25 | £412.88 | X2A9 | £1,299.00 | T/A | 6AZL | £334.00 | T/A |
| | Sportage 1.7 CRDi 1 2WD | 748323 | £14,941.67 | £747.08 | £14,194.59 | £495.83 | £14,690.42 | £2,938.08 | £17,628.50 | £448.25 | OW52 | £699.00 | T/A | 6HB7 | £0.00 | £59.63 |
| | Sportage 1.6 GDi 2 2WD | 748322 | £15,345.83 | £767.29 | £14,578.54 | £495.83 | £15,074.37 | £3,014.87 | £18,089.25 | £460.37 | P1Q8 | £1,799.00 | T/A | WB7Y | £834.00 | T/A |
| | Sportage 1.7 CRDi 2 2WD | 748324 | £16,525.00 | £826.25 | £15,698.75 | £495.83 | £16,194.58 | £3,238.92 | £19,433.50 | £495.75 | IQ3N | £1,099.00 | T/A | PBRB | £134.00 | T/A |
| | Sportage 1.7 CRDi 3 2WD | 748321 | £17,845.83 | £892.29 | £16,953.54 | £495.83 | £17,449.37 | £3,489.87 | £20,939.25 | £535.37 | D8ZJ | £1,799.00 | T/A | VV73 | £834.00 | T/A |
| | Sportage 2.0 CRDi KX-2 AT | 748332 | £19,466.67 | £973.33 | £18,493.34 | £495.83 | £18,989.17 | £3,797.83 | £22,787.00 | £584.00 | ODTL | £2,999.00 | T/A | 86RB | £2,035.00 | T/A |