

Q2 2019 Motability Pricing  
Pricing valid from 1st April until 30th June

Internal

| Model and Description                      | VTN    | Basic Price<br>(incl. Paint) | Dealer<br>Discount<br>(6%) | Motability<br>Invoice Price<br>(incl. VAT) | DLA / PIP / AFIP   |                   |                                  | WPMS                |                   |                                  |
|--|--------|------------------------------|----------------------------|--|--------------------|-------------------|----------------------------------|---------------------|-------------------|----------------------------------|
|  |        |                              |                            |  | Advance<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) | Advanced<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) |
| <b>Mii</b>                                 |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Mii 5dr Design Mii 1.0 12V 60PS            | 711641 | £9,766.67                    | £586.00                    | £11,016.80                                 | NIL                | £53.75            | £7.45                            | NIL                 | £53.71            | £14.64                           |
| Mii 5dr FR-Line 1.0 12V 60PS               | 711950 | £10,066.67                   | £604.00                    | £11,355.20                                 | NIL                | £52.00            | £9.20                            | NIL                 | £51.96            | £16.39                           |
| Mii 5dr FR-Line 1.0 12V 75PS               | 711949 | £10,200.00                   | £612.00                    | £11,505.60                                 | NIL                | £52.00            | £9.20                            | NIL                 | £51.96            | £16.39                           |
| <b>Ibiza</b>                               |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Ibiza SE Technology 1.0 MPI 80PS           | 710296 | £13,254.17                   | £795.25                    | £14,950.70                                 | NIL                | £50.95            | £10.25                           | NIL                 | £50.91            | £17.44                           |
| Ibiza SE Technology 1.0 TSI 95PS           | 712361 | £13,662.50                   | £819.75                    | £15,411.30                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza SE Technology 1.6 TDI NR 95PS        | 712360 | £15,579.17                   | £934.75                    | £17,573.30                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Ibiza FR 1.0 TSI 95PS                      | 712358 | £14,504.17                   | £870.25                    | £16,360.70                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza FR 1.0 TSI 115PS                     | 712357 | £14,995.83                   | £899.75                    | £16,915.30                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza FR 1.0 TSI DSG-auto 115PS            | 712355 | £15,895.83                   | £953.75                    | £17,930.50                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza FR 1.6 TDI NR 95PS                   | 712354 | £16,420.83                   | £985.25                    | £18,522.70                                 | NIL                | £59.50            | £1.70                            | NIL                 | £59.46            | £8.89                            |
| Ibiza FR Sport 1.0 TSI 95PS                | 712353 | £15,437.50                   | £926.25                    | £17,413.50                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza FR Sport 1.0 TSI 115PS               | 712351 | £15,929.17                   | £955.75                    | £17,968.10                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza FR Sport 1.0 TSI DSG-auto 115PS      | 712350 | £16,829.17                   | £1,009.75                  | £18,983.30                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza FR Sport 1.6 TDI NR 95PS             | 712349 | £17,354.17                   | £1,041.25                  | £19,575.50                                 | NIL                | £61.20            | £0.00                            | NIL                 | £61.15            | £7.20                            |
| Ibiza XCELLENCE 1.0 TSI 95PS               | 712348 | £15,345.83                   | £920.75                    | £17,310.10                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza XCELLENCE 1.0 TSI 115PS              | 711968 | £15,704.17                   | £942.25                    | £17,714.30                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza XCELLENCE 1.0 TSI DSG-auto 115PS     | 711967 | £16,604.17                   | £996.25                    | £18,729.50                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza XCELLENCE 1.6 TDI NR 95PS            | 712347 | £17,262.50                   | £1,035.75                  | £19,472.10                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Ibiza XCELLENCE Lux 1.0 TSI 95PS           | 712346 | £15,954.17                   | £957.25                    | £17,996.30                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza XCELLENCE Lux 1.0 TSI 115PS          | 711966 | £16,312.50                   | £978.75                    | £18,400.50                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza XCELLENCE Lux 1.0 TSI DSG-auto 115PS | 711965 | £17,212.50                   | £1,032.75                  | £19,415.70                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ibiza XCELLENCE Lux 1.6 TDI NR 95PS        | 711964 | £17,870.83                   | £1,072.25                  | £20,158.30                                 | NIL                | £55.95            | £5.25                            | NIL                 | £55.91            | £12.44                           |
| <b>Arona</b>                               |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Arona SE 1.0 TSI 95PS                      | 711948 | £14,104.17                   | £846.25                    | £15,909.50                                 | NIL                | £58.50            | £2.70                            | NIL                 | £58.46            | £9.89                            |
| Arona SE 1.0 TSI DSG-auto 115PS            | 711947 | £15,270.83                   | £916.25                    | £17,225.50                                 | NIL                | £59.00            | £2.20                            | NIL                 | £58.96            | £9.39                            |
| Arona SE 1.6 TDI NR 95PS                   | 712345 | £15,529.17                   | £931.75                    | £17,516.90                                 | NIL                | £58.50            | £2.70                            | NIL                 | £58.46            | £9.89                            |
| Arona SE Technology 1.0 TSI 95PS           | 711946 | £14,875.00                   | £892.50                    | £16,779.00                                 | NIL                | £57.95            | £3.25                            | NIL                 | £57.91            | £10.44                           |
| Arona SE Technology 1.0 TSI DSG-auto 115PS | 711945 | £16,041.67                   | £962.50                    | £18,095.00                                 | NIL                | £59.50            | £1.70                            | NIL                 | £59.46            | £8.89                            |
| Arona SE Technology 1.6 TDI NR 95PS        | 712343 | £16,300.00                   | £978.00                    | £18,386.40                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Arona SE Technology Lux 1.6 TDI NR 115PS   | 712342 | £16,870.83                   | £1,012.25                  | £19,030.30                                 | NIL                | £59.75            | £1.45                            | NIL                 | £59.71            | £8.64                            |
| Arona FR 1.0 TSI 115PS                     | 712341 | £16,820.83                   | £1,009.25                  | £18,973.90                                 | NIL                | £59.50            | £1.70                            | NIL                 | £59.46            | £8.89                            |
| Arona FR 1.0 TSI DSG-auto 115PS            | 711944 | £17,720.83                   | £1,063.25                  | £19,989.10                                 | NIL                | £59.95            | £1.25                            | NIL                 | £59.91            | £8.44                            |
| Arona FR 1.6 TDI NR 115PS                  | 712340 | £18,212.50                   | £1,092.75                  | £20,543.70                                 | NIL                | £56.95            | £4.25                            | NIL                 | £56.91            | £11.44                           |
| Arona FR 1.5 TSI EVO 150PS                 | 710315 | £17,962.50                   | £1,077.75                  | £20,261.70                                 | NIL                | £61.20            | £0.00                            | NIL                 | £61.15            | £7.20                            |
| Arona FR Sport 1.0 TSI 115PS               | 712339 | £17,679.17                   | £1,060.75                  | £19,942.10                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Arona FR Sport 1.0 TSI DSG-auto 115PS      | 711943 | £18,579.17                   | £1,114.75                  | £20,957.30                                 | NIL                | £59.95            | £1.25                            | NIL                 | £59.91            | £8.44                            |
| Arona FR Sport 1.6 TDI NR 115PS            | 712338 | £19,070.83                   | £1,144.25                  | £21,511.90                                 | NIL                | £57.95            | £3.25                            | NIL                 | £57.91            | £10.44                           |
| Arona FR Sport 1.5 TSI EVO 150PS           | 710303 | £18,820.83                   | £1,129.25                  | £21,229.90                                 | £99                | T/A               | -                                | NIL                 | £62.76            | £5.59                            |
| Arona XCELLENCE 1.0 TSI 115PS              | 712337 | £17,770.83                   | £1,066.25                  | £20,045.50                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Arona XCELLENCE 1.0 TSI DSG-auto 115PS     | 711942 | £18,604.17                   | £1,116.25                  | £20,985.50                                 | NIL                | £59.95            | £1.25                            | NIL                 | £59.91            | £8.44                            |
| Arona XCELLENCE 1.6 TDI NR 115PS           | 712335 | £19,162.50                   | £1,149.75                  | £21,615.30                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Arona XCELLENCE 1.6 TDI NR DSG-auto 95PS   | 712336 | £19,662.50                   | £1,179.75                  | £22,179.30                                 | NIL                | £59.95            | £1.25                            | NIL                 | £59.91            | £8.44                            |
| Arona XCELLENCE Lux 1.0 TSI 115PS          | 712334 | £18,866.67                   | £1,132.00                  | £21,281.60                                 | NIL                | £59.95            | £1.25                            | NIL                 | £59.91            | £8.44                            |

\*Customer keeps calculations based on weekly allowance paid by the relevant benefits agency effective from April 2019. This figure may increase in future years (effective from April), payment made to the customer by the benefits agency.

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Internal

| Model and Description                             | VTN    | Basic Price<br>(incl. Paint) | Dealer<br>Discount<br>(6%) | Motability<br>Invoice Price<br>(incl. VAT) | DLA / PIP / AFIP   |                   |                                  | WPMS                |                   |                                  |
|---|--------|------------------------------|----------------------------|--|--------------------|-------------------|----------------------------------|---------------------|-------------------|----------------------------------|
|   |        |                              |                            |  | Advance<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) | Advanced<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) |
| Arona XCELLENCE Lux 1.0 TSI DSG-auto 115PS        | 711939 | £19,700.00                   | £1,182.00                  | £22,221.60                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Arona XCELLENCE Lux 1.6 TDI NR 115PS              | 712331 | £20,258.33                   | £1,215.50                  | £22,851.40                                 | NIL                | £58.95            | £2.25                            | NIL                 | £58.91            | £9.44                            |
| Arona XCELLENCE Lux 1.6 TDI NR DSG-auto 95PS      | 712332 | £20,758.33                   | £1,245.50                  | £23,415.40                                 | NIL                | £59.95            | £1.25                            | NIL                 | £59.91            | £8.44                            |
| Leon 5dr  |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Leon 5DR SE Dynamic 1.0 TSI 115PS                 | 711963 | £15,687.50                   | £941.25                    | £17,695.50                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Leon 5DR SE Dynamic 1.6 TDI NR 115PS              | 711607 | £16,887.50                   | £1,013.25                  | £19,049.10                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR SE Dynamic 1.6 TDI NR DSG-auto 115PS     | 711962 | £17,929.17                   | £1,075.75                  | £20,224.10                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR FR 1.5 TSI EVO 130PS                     | 711600 | £17,745.83                   | £1,064.75                  | £20,017.30                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR FR 1.5 TSI EVO 150PS                     | 711599 | £19,091.67                   | £1,145.50                  | £21,535.40                                 | £99                | T/A               | -                                | NIL                 | £62.76            | £5.59                            |
| Leon 5DR FR 1.5 TSI EVO DSG-auto 150PS            | 711598 | £20,216.67                   | £1,213.00                  | £22,804.40                                 | £199               | T/A               | -                                | NIL                 | £63.42            | £4.93                            |
| Leon 5DR FR 2.0 TSI DSG-auto 190PS                | 711653 | £21,254.17                   | £1,275.25                  | £23,974.70                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR FR Sport 1.5 TSI EVO 130PS               | 711597 | £19,537.50                   | £1,172.25                  | £22,038.30                                 | £199               | T/A               | -                                | NIL                 | £63.42            | £4.93                            |
| Leon 5DR FR Sport 1.5 TSI EVO 150PS               | 711596 | £20,883.33                   | £1,253.00                  | £23,556.40                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Leon 5DR FR Sport 1.5 TSI EVO DSG-auto 150PS      | 711595 | £22,008.33                   | £1,320.50                  | £24,825.40                                 | £399               | T/A               | -                                | NIL                 | £64.75            | £3.60                            |
| Leon 5DR FR Sport 2.0 TSI DSG-auto 190PS          | 711652 | £23,045.83                   | £1,382.75                  | £25,995.70                                 | £399               | T/A               | -                                | NIL                 | £64.75            | £3.60                            |
| Leon 5DR XCELLENCE 1.5 TSI EVO 130PS              | 711594 | £20,012.50                   | £1,200.75                  | £22,574.10                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR XCELLENCE 1.5 TSI EVO 150PS              | 711535 | £20,450.00                   | £1,227.00                  | £23,067.60                                 | £199               | T/A               | -                                | NIL                 | £63.42            | £4.93                            |
| Leon 5DR XCELLENCE 1.5 TSI EVO DSG-auto 150PS     | 711526 | £21,575.00                   | £1,294.50                  | £24,336.60                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Leon 5DR XCELLENCE 2.0 TSI DSG-auto 190PS         | 711651 | £22,612.50                   | £1,356.75                  | £25,506.90                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR XCELLENCE Lux 1.5 TSI EVO 130PS          | 711591 | £20,700.00                   | £1,242.00                  | £23,349.60                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon 5DR XCELLENCE Lux 1.5 TSI EVO 150PS          | 711524 | £21,137.50                   | £1,268.25                  | £23,843.10                                 | £399               | T/A               | -                                | NIL                 | £64.75            | £3.60                            |
| Leon 5DR XCELLENCE Lux 1.5 TSI EVO DSG-auto 150PS | 711522 | £22,262.50                   | £1,335.75                  | £25,112.10                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Leon 5DR XCELLENCE Lux 2.0 TSI DSG-auto 190PS     | 711650 | £23,300.00                   | £1,398.00                  | £26,282.40                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST   |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Leon ST SE Dynamic 1.0 TSI 115PS                  | 711961 | £16,516.67                   | £991.00                    | £18,630.80                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Leon ST SE Dynamic 1.6 TDI NR 115PS               | 711648 | £17,716.67                   | £1,063.00                  | £19,984.40                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST SE Dynamic 1.6 TDI NR DSG-auto 115PS      | 711960 | £18,775.00                   | £1,126.50                  | £21,178.20                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST FR 1.5 TSI EVO 130PS                      | 711589 | £18,575.00                   | £1,114.50                  | £20,952.60                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST FR 1.5 TSI EVO 150PS                      | 711588 | £19,920.83                   | £1,195.25                  | £22,470.70                                 | £99                | T/A               | -                                | NIL                 | £62.76            | £5.59                            |
| Leon ST FR 1.5 TSI EVO DSG-auto 150PS             | 711587 | £21,045.83                   | £1,262.75                  | £23,739.70                                 | £199               | T/A               | -                                | NIL                 | £63.42            | £4.93                            |
| Leon ST FR 2.0 TSI DSG-auto 190PS                 | 711647 | £22,083.33                   | £1,325.00                  | £24,910.00                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST FR Sport 1.5 TSI EVO 130PS                | 711586 | £20,366.67                   | £1,222.00                  | £22,973.60                                 | £199               | T/A               | -                                | NIL                 | £63.42            | £4.93                            |
| Leon ST FR Sport 1.5 TSI EVO 150PS                | 711585 | £21,712.50                   | £1,302.75                  | £24,491.70                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Leon ST FR Sport 1.5 TSI EVO DSG-auto 150PS       | 711584 | £22,837.50                   | £1,370.25                  | £25,760.70                                 | £399               | T/A               | -                                | NIL                 | £64.75            | £3.60                            |
| Leon ST FR Sport 2.0 TSI DSG-auto 190PS           | 711646 | £23,875.00                   | £1,432.50                  | £26,931.00                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Leon ST XCELLENCE 1.5 TSI EVO 130PS               | 711583 | £20,841.67                   | £1,250.50                  | £23,509.40                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST XCELLENCE 1.5 TSI EVO 150PS               | 711582 | £21,279.17                   | £1,276.75                  | £24,002.90                                 | £199               | T/A               | -                                | NIL                 | £63.42            | £4.93                            |
| Leon ST XCELLENCE 1.5 TSI EVO DSG-auto 150PS      | 711581 | £22,404.17                   | £1,344.25                  | £25,271.90                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Leon ST XCELLENCE 2.0 TSI DSG-auto 190PS          | 711645 | £23,441.67                   | £1,406.50                  | £26,442.20                                 | £99                | T/A               | -                                | NIL                 | £62.76            | £5.59                            |
| Leon ST XCELLENCE Lux 1.5 TSI EVO 130PS           | 711578 | £21,529.17                   | £1,291.75                  | £24,284.90                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Leon ST XCELLENCE Lux 1.5 TSI EVO 150PS           | 711577 | £21,966.67                   | £1,318.00                  | £24,778.40                                 | £399               | T/A               | -                                | NIL                 | £64.75            | £3.60                            |
| Leon ST XCELLENCE Lux 1.5 TSI EVO DSG-auto 150PS  | 711576 | £23,091.67                   | £1,385.50                  | £26,047.40                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Leon ST XCELLENCE Lux 2.0 TSI DSG-auto 190PS      | 711644 | £24,129.17                   | £1,447.75                  | £27,217.70                                 | NIL                | T/A               | -                                | NIL                 | £62.10            | £6.25                            |
| Ateca   |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Ateca SE 1.0 TSI Ecomotive 115PS                  | 711959 | £18,100.00                   | £1,086.00                  | £20,416.80                                 | £599               | T/A               | -                                | NIL                 | £66.08            | £2.27                            |
| Ateca SE 1.5 TSI EVO 150PS                        | 710826 | £19,525.00                   | £1,171.50                  | £22,024.20                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Ateca SE 1.5 TSI EVO DSG-auto 150PS               | 710825 | £20,675.00                   | £1,240.50                  | £23,321.40                                 | £699               | T/A               | -                                | NIL                 | £66.74            | £1.61                            |

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|  |        |                              |                            |  | Advance<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) | Advanced<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) |
| Ateca SE 1.6 TDI NR 115PS                          | 711958 | £19,858.33                   | £1,191.50                  | £22,400.20                                 | £249               | T/A               | -                                | NIL                 | £63.76            | £4.59                            |
| Ateca SE 1.6 TDI NR DSG-auto 115PS                 | 711957 | £21,008.33                   | £1,260.50                  | £23,697.40                                 | £449               | T/A               | -                                | NIL                 | £65.08            | £3.27                            |
| Ateca SE 2.0 TDI NR 150PS                          | 709397 | £21,191.67                   | £1,271.50                  | £23,904.20                                 | £299               | T/A               | -                                | NIL                 | £64.09            | £4.26                            |
| Ateca SE 2.0 TDI NR DSG-auto 150PS                 | 710302 | £22,341.67                   | £1,340.50                  | £25,201.40                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Ateca SE Technology 1.5 TSI EVO 150PS              | 710824 | £20,991.67                   | £1,259.50                  | £23,678.60                                 | £599               | T/A               | -                                | NIL                 | £66.08            | £2.27                            |
| Ateca SE Technology 1.5 TSI EVO DSG-auto 150PS     | 710823 | £22,141.67                   | £1,328.50                  | £24,975.80                                 | £799               | T/A               | -                                | NIL                 | £67.40            | £0.95                            |
| Ateca SE Technology 1.6 TDI NR 115PS               | 711956 | £21,325.00                   | £1,279.50                  | £24,054.60                                 | £249               | T/A               | -                                | NIL                 | £63.76            | £4.59                            |
| Ateca SE Technology 1.6 TDI NR DSG-auto 115PS      | 711955 | £22,475.00                   | £1,348.50                  | £25,351.80                                 | £449               | T/A               | -                                | NIL                 | £65.08            | £3.27                            |
| Ateca SE Technology 2.0 TDI NR 150PS               | 709392 | £22,658.33                   | £1,359.50                  | £25,558.60                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Ateca SE Technology 2.0 TDI NR DSG-auto 150PS      | 710301 | £23,808.33                   | £1,428.50                  | £26,855.80                                 | £699               | T/A               | -                                | NIL                 | £66.74            | £1.61                            |
| Ateca FR 1.5 TSI EVO 150PS                         | 710822 | £21,958.33                   | £1,317.50                  | £24,769.00                                 | £699               | T/A               | -                                | NIL                 | £66.74            | £1.61                            |
| Ateca FR 1.5 TSI EVO DSG-auto 150PS                | 710821 | £23,108.33                   | £1,386.50                  | £26,066.20                                 | £899               | T/A               | -                                | NIL                 | £68.07            | £0.28                            |
| Ateca FR 2.0 TDI NR 150PS                          | 709391 | £23,725.00                   | £1,423.50                  | £26,761.80                                 | £499               | T/A               | -                                | NIL                 | £65.41            | £2.94                            |
| Ateca FR 2.0 TDI NR DSG-auto 150PS                 | 710300 | £24,875.00                   | £1,492.50                  | £28,059.00                                 | £699               | T/A               | -                                | NIL                 | £66.74            | £1.61                            |
| Ateca FR 2.0 TSI DSG--auto 4Drive 190PS            | 709859 | £25,641.67                   | £1,538.50                  | £28,923.80                                 | £1,399             | T/A               | -                                | £297                | T/A               | -                                |
| Ateca FR Sport 1.5 TSI EVO 150PS                   | 710820 | £23,112.50                   | £1,386.75                  | £26,070.90                                 | £1,249             | T/A               | -                                | £147                | T/A               | -                                |
| Ateca FR Sport 1.5 TSI EVO DSG-auto 150PS          | 710819 | £24,262.50                   | £1,455.75                  | £27,368.10                                 | £1,499             | T/A               | -                                | £397                | T/A               | -                                |
| Ateca FR Sport 2.0 TDI NR 150PS                    | 709390 | £24,879.17                   | £1,492.75                  | £28,063.70                                 | £799               | T/A               | -                                | NIL                 | £67.40            | £0.95                            |
| Ateca FR Sport 2.0 TDI NR DSG-auto 150PS           | 710299 | £26,029.17                   | £1,561.75                  | £29,360.90                                 | £999               | T/A               | -                                | £57                 | £68.35            | £0.00                            |
| Ateca FR Sport 2.0 TSI DSG--auto 4Drive 190PS      | 709858 | £26,795.83                   | £1,607.75                  | £30,225.70                                 | £1,799             | T/A               | -                                | £697                | T/A               | -                                |
| Ateca XCELLENCE 1.5 TSI EVO 150PS                  | 710818 | £22,225.00                   | £1,333.50                  | £25,069.80                                 | £899               | T/A               | -                                | NIL                 | £68.07            | £0.28                            |
| Ateca XCELLENCE 1.5 TSI EVO DSG-auto 150PS         | 710817 | £23,375.00                   | £1,402.50                  | £26,367.00                                 | £1,199             | T/A               | -                                | £97                 | T/A               | -                                |
| Ateca XCELLENCE 1.6 TDI NR 115PS                   | 711953 | £22,825.00                   | £1,369.50                  | £25,746.60                                 | £599               | T/A               | -                                | NIL                 | £66.08            | £2.27                            |
| Ateca XCELLENCE 1.6 TDI NR DSG-auto 115PS          | 711952 | £23,975.00                   | £1,438.50                  | £27,043.80                                 | £799               | T/A               | -                                | NIL                 | £67.40            | £0.95                            |
| Ateca XCELLENCE 2.0 TDI NR DSG-auto 150PS          | 710298 | £25,141.67                   | £1,508.50                  | £28,359.80                                 | £999               | T/A               | -                                | £57                 | £68.35            | £0.00                            |
| Ateca XCELLENCE 2.0 TSI DSG--auto 4Drive 190PS     | 709857 | £25,841.67                   | £1,550.50                  | £29,149.40                                 | £1,599             | T/A               | -                                | £497                | T/A               | -                                |
| Ateca XCELLENCE Lux 1.5 TSI EVO 150PS              | 710816 | £24,341.67                   | £1,460.50                  | £27,457.40                                 | £1,499             | T/A               | -                                | £397                | T/A               | -                                |
| Ateca XCELLENCE Lux 1.5 TSI EVO DSG-auto 150PS     | 710815 | £25,491.67                   | £1,529.50                  | £28,754.60                                 | £1,749             | T/A               | -                                | £647                | T/A               | -                                |
| Ateca XCELLENCE Lux 1.6 TDI NR 115PS               | 711643 | £24,941.67                   | £1,496.50                  | £28,134.20                                 | £1,099             | T/A               | -                                | £157                | £68.35            | £0.00                            |
| Ateca XCELLENCE Lux 1.6 TDI NR DSG-auto 115PS      | 711642 | £26,091.67                   | £1,565.50                  | £29,431.40                                 | £1,299             | T/A               | -                                | £197                | T/A               | -                                |
| Ateca XCELLENCE Lux 2.0 TSI DSG--auto 4Drive 190PS | 709856 | £27,958.33                   | £1,677.50                  | £31,537.00                                 | £2,099             | T/A               | -                                | £997                | T/A               | -                                |
| Ateca XCELLENCE Lux 2.0 TDI NR DSG-auto 150PS      | 710297 | £27,258.33                   | £1,635.50                  | £30,747.40                                 | £1,499             | T/A               | -                                | £397                | T/A               | -                                |
| <b>Alhambra</b>                                    |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Alhambra SE 1.4 TSI 150PS                          | 709862 | £24,520.83                   | £1,471.25                  | £27,659.50                                 | £799               | T/A               | -                                | NIL                 | £67.40            | £0.95                            |
| Alhambra SE 2.0 TDI NR Ecomotive 150PS             | 710828 | £26,066.67                   | £1,564.00                  | £29,403.20                                 | £899               | T/A               | -                                | NIL                 | £68.07            | £0.28                            |
| Alhambra SE 2.0 TDI NR DSG-auto 150PS              | 710827 | £27,183.33                   | £1,631.00                  | £30,662.80                                 | £1,299             | T/A               | -                                | £197                | T/A               | -                                |
| Alhambra SE L 1.4 TSI 150PS                        | 709860 | £27,070.83                   | £1,624.25                  | £30,535.90                                 | £999               | T/A               | -                                | £57                 | £68.35            | £0.00                            |
| Alhambra SE L 2.0 TDI NR Ecomotive 150PS           | 710804 | £28,616.67                   | £1,717.00                  | £32,279.60                                 | £1,099             | T/A               | -                                | £157                | £68.35            | £0.00                            |
| Alhambra SE L 2.0 TDI NR DSG-auto 150PS            | 710806 | £29,733.33                   | £1,784.00                  | £33,539.20                                 | £1,499             | T/A               | -                                | £397                | T/A               | -                                |
| Alhambra XCELLENCE 2.0 TDI NR Ecomotive 150PS      | 710765 | £29,120.83                   | £1,747.25                  | £32,848.30                                 | £1,199             | T/A               | -                                | £97                 | T/A               | -                                |
| Alhambra XCELLENCE 2.0 TDI NR DSG-auto 150PS       | 710764 | £30,229.17                   | £1,813.75                  | £34,098.50                                 | £1,899             | T/A               | -                                | £797                | T/A               | -                                |
| <b>Tarraco</b>                                     |        |                              |                            |  |                    |                   |                                  |                     |                   |                                  |
| Tarraco SE 1.5 TSI Evo 150PS                       | 709699 | £23,125.00                   | £1,387.50                  | £26,085.00                                 | £799               | T/A               | -                                | NIL                 | £67.40            | £0.95                            |
| Tarraco SE 2.0 TDI NR 150PS                        | 709698 | £24,620.83                   | £1,477.25                  | £27,772.30                                 | £1,249             | T/A               | -                                | £147                | T/A               | -                                |
| Tarraco SE 2.0 TDI NR DSG-auto 4Drive 150PS        | 708512 | £27,012.50                   | £1,620.75                  | £25,391.75                                 | £1,999             | T/A               | -                                | TBC                 | TBC               | -                                |
| Tarraco SE Technology 1.5 TSI Evo 150PS            | 709697 | £23,966.67                   | £1,438.00                  | £27,034.40                                 | £999               | T/A               | -                                | £57                 | £68.35            | £0.00                            |
| Tarraco SE Technology 2.0 TDI NR 150PS             | 709696 | £25,462.50                   | £1,527.75                  | £28,721.70                                 | £1,499             | T/A               | -                                | £397                | T/A               | -                                |

\*Customer keeps calculations based on weekly allowance paid by the relevant benefits agency effective from April 2019. This figure may increase in future years (effective from April), payment made to the customer by the benefits agency.

Q2 2019 Motability Pricing  
Pricing valid from 1st April until 30th June

Internal

| Model and Description                                  | VTN           | Basic Price<br>(incl. Paint) | Dealer<br>Discount<br>(6%) | Motability<br>Invoice Price<br>(incl. VAT) | DLA / PIP / AFIP   |                   |                                  | WPMS                |                   |                                  |
|--|---------------|------------------------------|----------------------------|--|--------------------|-------------------|----------------------------------|---------------------|-------------------|----------------------------------|
|  |               |                              |                            |  | Advance<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) | Advanced<br>Payment | Weekly<br>Payment | Customer<br>Keeps*<br>(per week) |
| Tarraco SE Technology 2.0 TDI NR DSG-auto 4Drive 150PS | <b>708511</b> | £27,854.17                   | £1,671.25                  | £26,182.92                                 | £2,199             | T/A               | -                                | TBC                 | TBC               | -                                |
| Tarraco Xcellence 1.5 TSI Evo 150PS                    | <b>709695</b> | £24,866.67                   | £1,492.00                  | £28,049.60                                 | £999               | T/A               | -                                | £57                 | £68.35            | £0.00                            |
| Tarraco Xcellence 2.0 TDI NR 150PS                     | <b>709694</b> | £26,362.50                   | £1,581.75                  | £29,736.90                                 | £1,199             | T/A               | -                                | £97                 | T/A               | -                                |
| Tarraco XCELLENCE 2.0 TDI NR DSG-auto 4Drive 150PS     | <b>708510</b> | £28,754.17                   | £1,725.25                  | £27,028.92                                 | £2,299             | T/A               | -                                | TBC                 | TBC               | -                                |
| Tarraco XCELLENCE 2.0 TDI NR DSG-auto 4Drive 190PS     | <b>708509</b> | £29,787.50                   | £1,787.25                  | £28,000.25                                 | £2,699             | T/A               | -                                | TBC                 | TBC               | -                                |
| Tarraco Xcellence Lux 1.5 TSI Evo 150PS                | <b>709693</b> | £26,304.17                   | £1,578.25                  | £29,671.10                                 | £1,499             | T/A               | -                                | £397                | T/A               | -                                |
| Tarraco Xcellence Lux 2.0 TDI NR 150PS                 | <b>709692</b> | £27,800.00                   | £1,668.00                  | £31,358.40                                 | £1,699             | T/A               | -                                | £597                | T/A               | -                                |

\*Customer keeps calculations based on weekly allowance paid by the relevant benefits agency effective from April 2019. This figure may increase in future years (effective from April), payment made to the customer by the benefits agency.