

North American Fleet, Lease and Remarketing Operations
CUSTOMER ASSOCIATION INCENTIVE MATRIX FOR VINCENT PROGRAM 96186

(Program Dates: January 4, 2017 through January 2, 2018)^h

Q1 2017 Update Effective January 4, 2017

| Model/Brand Ford/Lincoln | 2016 Models | | | 2017 Models | | |
|---|--|---|--|--|---|--|
| | 56M National Incentive ^f (Off-Invoice) | + Association Incentive (Customer Cash) | = Association Incentive and 56M | 56M National Incentive ^f (Off-Invoice) | + Association Incentive (Customer Cash) | = Association Incentive and 56M |
| C-MAX Energi ^e | \$ 500 | 5,000 | 500 | \$ 500 | \$ 2,000 | \$ 2,500 |
| C-MAX Hybrid | 1,000 | 2,500 | 3,500 | 1,000 | 1,000 | 1,000 |
| E-SERIES ^{a, c} | 2,500 | 450 | 2,950 | 2,500 | 300 | 2,800 |
| EDGE | 2,000 | 4,100 | 6,100 | 2,000 | - | 2,000 |
| ESCAPE | 1,500 | 250 | 1,750 | 1,500 | 250 | 1,750 |
| EXPEDITION / EXPEDITION EL | 3,500 | 2,800 | 6,300 | 3,500 | 1,800 | 5,300 |
| EXPLORER 4-DR (less Utility Police Interceptor) | 1,750 | 4,300 | 6,050 | 1,750 | 350 | 2,100 |
| FIESTA ^e | 1,000 | 1,600 | 2,600 | 1,000 | - | 1,000 |
| FLEX | 1,500 | 1,600 | 3,100 | 1,500 | - | 1,500 |
| FOCUS less S ^e | 2,000 | 500 | 2,500 | 2,000 | - | 2,000 |
| FOCUS S ^e | 1,500 | 1,000 | 2,500 | 1,500 | - | 1,500 |
| FUSION ^e | 2,250 | 1,050 | 3,300 | 1,750 | 150 | 1,900 |
| FUSION Energi ^e | 1,000 | 4,500 | 5,500 | 1,000 | 750 | 1,750 |
| FUSION Hybrid ^e | 750 | 3,050 | 3,800 | 750 | 1,500 | 2,250 |
| F-150 REGULAR CAB XL | 1,000 | 4,000 | 5,000 | 3,000 | - | 3,000 |
| F-150 SUPER CAB/CREW CAB XL | 1,500 | 3,500 | 5,000 | 3,000 | - | 3,000 |
| F-150 REGULAR CAB XLT | 2,000 | 3,000 | 5,000 | 4,000 | - | 4,000 |
| F-150 SUPER CAB/CREW CAB XLT ^e | 2,500 | 2,500 | 5,000 | 4,000 | - | 4,000 |
| F-150 SC/CC (KING RANCH/PLATINUM) | 1,500 | 250 | 1,750 | 1,500 | - | 1,500 |
| F-150 SC/CC LARIAT ^e | 1,500 | 750 | 2,250 | 1,500 | - | 1,500 |
| SUPER DUTY Gas ^b | 2,750 | 1,000 | 3,750 | 2,750 | - | 2,750 |
| SUPER DUTY Diesel ^b | 3,000 | 1,000 | 4,000 | 3,000 | - | 3,000 |
| F-650 (Gas) | 4,000 | - | 4,000 | 4,000 | - | 4,000 |
| F-650 (Diesel) | 4,500 | - | 4,500 | 4,500 | - | 4,500 |
| F-650 Tractor (Diesel) | 4,500 | - | 4,500 | 4,500 | - | 4,500 |
| F-750 (Gas) | 5,000 | - | 5,000 | 5,000 | - | 5,000 |
| F-750 (Diesel) | 5,500 | - | 5,500 | 5,500 | - | 5,500 |
| F-750 Tractor (Diesel) | 5,500 | - | 5,500 | 5,500 | - | 5,500 |
| MKC | 1,250 | 2,050 | 3,300 | 1,250 | - | 1,250 |
| MKS ^e | 1,500 | 500 | 2,000 | N/A | N/A | N/A |
| MKT ^c | 1,600 | 1,900 | 3,500 | 1,600 | 400 | 2,000 |
| MKX | 2,000 | - | 2,000 | 2,000 | - | 2,000 |
| MKZ | 2,000 | 1,800 | 3,800 | 2,000 | 1,500 | 3,500 |
| MKZ Hybrid | - | 3,800 | 3,800 | - | 3,500 | 3,500 |
| MUSTANG ^e | 750 | 1,300 | 2,050 | 750 | 600 | 1,350 |
| NAVIGATOR / NAVIGATOR L ^c | 2,500 | 1,500 | 4,000 | 2,500 | 1,500 | 4,000 |
| TAURUS (less Sedan Police Interceptor) | 2,500 | 1,950 | 4,450 | 2,500 | 350 | 2,850 |
| TRANSIT VAN | 1,500 | 3,150 | 4,650 | 1,500 | 700 | 2,200 |
| TRANSIT WAGON | 1,500 | 3,150 | 4,650 | 1,500 | 1,200 | 2,700 |
| TRANSIT CONNECT VAN | 750 | 2,500 | 3,250 | 750 | 1,100 | 1,850 |
| TRANSIT CONNECT WAGON w/o 86T Taxi Pkg | 750 | 2,000 | 2,750 | 750 | 700 | 1,450 |
| TRANSIT CONNECT WAGON w/ 86T Taxi Pkg | 1,000 | - | 1,000 | 1,000 | - | 1,000 |

Ford Authorized Pool Accounts cannot order vehicles with a fleet incentive. Ford dealer must apply for fleet incentive on eligible commercial applications following

a) The E-Series 47M – Motorhome Prep Package is not eligible.

b) The F5D/F5K Motorhome Stripped Chassis is not eligible.

c) Limo/Livery/Hearse FINs are not eligible.

e) 56M and/or Tier incentives are \$0 on C-MAX, Fiesta, Mustang GT (P8C/P8F), Mustang Shelby (P8J/P8K) or 50th Anniversary (P8R), F150 Raptor, Focus RS, Focus Electric (P3R), all Hybrid vehicles unless otherwise noted. Units are still eligible for Fleet Equalization.

f) National Fleet Incentives include: Fleet Special Account Credit and all applicable Commercial Fleet Credits.

h) Incentive amounts are typically updated quarterly unless otherwise noted.

i) 16MY F-150 Limited is \$0

Incentive amounts are typically updated quarterly unless otherwise noted.