

RETAIL & PREMIER PURCHASE PROGRAMS Continued

- Minimum amount financed before TT&L for retail loans is \$7,000.
- Flat dealer reserves will be paid for at the A, B, C or D net rate:
 - \$100 flat for contracts financed at \$10,000 to \$15,000
 - \$150 flat for contracts financed at \$15,001 to \$25,000
 - \$250 flat for contracts financed at \$25,001 and over

LEASE & PREMIER PURCHASE PROGRAMS

Audi Care: Add 1 point to the residual value if the customer has purchased Audi Care.

- Mileage and Residual Value Adjustments: The residual values listed on the bulletins are for the standard 15,000/yr allowed. R8 standard is 10,000/yr. Low mileage residual options are now available for A8 and R8. See additional mileage charges below.

All Audi Models (except S8, A8, and R8 - see table below)

| Annual Mileage | Residual Value Adjustment | Upfront Mileage Charge | Midpoint Mileage Charge | Excess Mileage Charge |
|----------------|---------------------------|------------------------|-------------------------|-----------------------|
| 15,000 | No adjustment | \$0.15 per mile | \$0.20 per mile | \$ 0.25 per mile |
| 12,000 | +2% | Not available | \$0.20 per mile | \$ 0.25 per mile |
| 10,000 | +3% | Not available | \$0.20 per mile | \$ 0.25 per mile |

Audi S8 and A8's

| Annual Mileage | Residual Value Adjustment | Upfront Mileage Charge | Midpoint Mileage Charge | Excess Mileage Charge |
|----------------|---------------------------|------------------------|-------------------------|-----------------------|
| 15,000 | No adjustment | \$0.25 per mile | \$0.30 per mile | \$ 0.35 per mile |
| 12,000 | +2% | Not available | \$0.30 per mile | \$ 0.35 per mile |
| 10,000 | +3% | Not available | \$0.30 per mile | \$ 0.35 per mile |
| 7,500 | +4% | Not available | \$0.30 per mile | \$ 0.35 per mile |

Audi R8

| Annual Mileage | Residual Value Adjustment | Midpoint Mileage Charge | Excess Mileage Charge |
|----------------|---------------------------|-------------------------|-----------------------|
| 10,000 | No adjustment | \$1.00 per mile | \$ 1.25 per mile |
| 7,500 | +2% | \$1.00 per mile | \$ 1.25 per mile |
| 5,000 | +4% | \$1.00 per mile | \$ 1.25 per mile |

- Gas Guzzler Tax cannot be residualized when calculating residual value. The GGT must be deducted from MSRP before calculating the residual value.
- Titled 2012 models may be eligible for leasing. Vehicle must have less than 10,000 miles and have been in service for less than 4 months. Standard mileage is 12K per year (not eligible for low mileage % addition). Please contact your BDM for further assistance.
- **Vehicles with over 999 miles must have all miles on the vehicle bought down to zero at \$0.15 per mile. R8 must be bought down to zero at \$1.00/mile. A8/S8 models need to be bought down at \$0.25 each.**