

Standard Rates

Mercedes-Benz Financial Services

Effective Date: 7/1/11

Expiration Date: 8/1/11

Dealers wishing to utilize July rates and programs must have applications submitted by August 1, 2011. Contracts must be dated on or before August 1, 2011 and received by Mercedes-Benz Financial Services for booking no later than August 8, 2011.

First Class Lease		STANDARD LEASE PROGRAM				
		Maximum Participation .00150 (.00100 for T4) *				
		24 - 60 Months				
Auto Pay Program Code* <.00010>		Auto Pay Standard/CPO/PO Lease: 933				
Program Code		Standard/CPO/PO Lease: 901				
Tier	Eligible Term	FCA (A1)	T1	T2	T3	T4
MY 12 - 10	60 Months	.00210	.00240	.00270	.00330	.00355
MY 09 - 07	60 Months	.00230	.00260	.00290	.00350	.00375
MY 06	48 Months	.00250	.00280	.00310	.00370	.00395
MY 05	36 Months	.00250	.00280	.00310	.00370	.00395

Single Pay Lease - Rate Reduction:	.00080
Minimum Net Rate:	.00001
Eligible Vehicles:	NEW & PRE-OWNED 2005 - 2012 MYs
Tiers:	All
Terms:	24 - 60 Months
Program Codes:	Standard Single Pay: 902 CPO/PO Single Pay: 903
Single Pay discounts are not available for terms less than 24 months	
May not be combined with Multiple Security Deposits or Capitalized Cost Reductions	

NEW & PRE-OWNED		STANDARD RETAIL PROGRAM										
First Class Financing		Maximum Reserve 2.5% (2.0% for T4) *					Maximum Reserve 2.0% *					
		12 - 60 Months					61 - 66 Months		67 - 72 Months			
Auto Pay Program Code* <0.25%>		913										
Program Code		913										
Tier	Eligible Term	FCA (A1)	T1	T2	T3	T4	FCA (A1)	T1	T2	FCA (A1)	T1	T2
MY 12 - 10	72 Months	2.99%	4.64%	5.49%	7.74%	10.75%	2.99%	4.64%	5.49%	3.74%	5.39%	6.24%
MY 09 - 07	72 Months	2.99%	4.64%	5.49%	7.74%	10.75%	2.99%	4.64%	5.49%	4.24%	5.89%	6.74%
MY 06	48 Months	3.99%	5.64%	6.49%	8.24%	11.25%						
MY 05	36 Months	3.99%	5.64%	6.49%	8.24%	11.25%						

NEW/PRE-OWNED		STANDARD NON-WALKAWAY BALLOON		
First Class Financing		NOT available in IL, ME, NV, NH, NC or PA		
		Maximum Reserve 2.5% *		
		24 - 60 Months		
Auto Pay Program Code* <0.25%>		Auto Pay Std/CPO/PO: 955		
Program Code		Std/CPO/PO: 924		
Tier		FCA (A1)	T1	T2
MY 12 - 10		3.99%	5.64%	6.49%

NEW / PRE-OWNED		WALKAWAY BALLOON		
First Class Financing		Illinois ONLY		
		Maximum Reserve 2.5% *		
		24 - 60 Months		
Auto Pay Program Code* <0.25%>		Auto Pay Std/CPO/PO: 959		
Program Code		Std/CPO/PO: 928		
Tier		FCA (A1)	T1	T2
MY 12 - 10		4.99%	6.64%	7.49%

- Refer to the Policies & Guidelines for maximum advance guidelines
- Standard rates are not available on SLR and Maybach. Contact DRM or Region Manager for SLR and Maybach program information
- If Amount Financed is less than \$15,000, please add 1% to the published rate
- Retail/Balloon Flat Fee paid when buy rate equals contract rate: 1% of Amount Financed, up to \$300
- A 17% contract rate requires 30 days to first payment
- Maximum contract rate is: Buy rate + maximum reserve mark-up or 17.00% or applicable State Usury, whichever is less
- New Jersey maximum finance term is 48 months if financing \$10,000 or less
- * Auto Pay rate discounts must be within the current maximum reserve/participation guidelines

** Rates and Programs do not apply to Puerto Rico.

Special Lease Rates

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New MY 2012		Combination MBFS Lease Cash with Special Rates	MBFS Lease Cash	SPECIAL LEASE PROGRAM: MY 2012	
				Maximum Participation .00150 (A1-T2) *	
Max Advance % of MSRP				Auto Pay Program Code: Special Lease 934	
Tier				Program Codes: Special Lease 904 Special 1 Pay Lease 905	
				24 - 35 Months	36 - 51 Months
				FCA (A1): 125% T1: 115% T2: 110%	
				FCA (A1) - T2	FCA (A1) - T2
SLK	SLK350	n/a		.00154	.00154

New MY 2011		Combination MBFS Lease Cash with Special Rates	MBFS Lease Cash	SPECIAL LEASE PROGRAM: MY 2011	
				Maximum Participation .00150 (A1-T2) *	
Max Advance % of MSRP				Auto Pay Program Code: Special Lease 934	
Tier				Program Codes: Special Lease 904 Special 1 Pay Lease 905	
				24 - 35 Months	36 - 51 Months
				FCA (A1): 125% T1: 115% T2: 110%	
				FCA (A1) - T2	FCA (A1) - T2
C	C300W	n/a		.00109	.00109
	C300W4	n/a		.00109	.00109
E	E350C	n/a		.00126	.00126
	E350A	n/a		.00134	.00134
S	S550V	n/a		.00072	.00072
	S550V4	n/a		.00055	.00055
SL	SL550R	n/a		.00002	.00002
GLK	GLK350W2	n/a		.00097	.00097
	GLK350W4	n/a		.00064	.00064
M	ML350BTC	n/a		.00115	.00115
	ML350W2	n/a		.00043	.00043
	ML350W4	n/a		.00035	.00035
GL	GL450	n/a		.00126	.00126
	GL550	n/a		.00126	.00126

* Auto Pay rate discounts must be within the current maximum reserve/participation guidelines

** Rates and Programs do not apply to Puerto Rico

Value-Added Program

Model Eligibility	Contract Term Availability	Redesigned Program Description		
		First Class Lease Contracts		
		Term	Utilize	Published RV
All New MY12: CLS550C All New MY11: CLS550C R350V4	39 Month	39 Month		36 Month
All New MY12: SLK350 All New MY11: C300W/W4, C350W E350W/W4 ML350 BTC/W2/W4	33 Month	33 Month		30 Month
All New MY11: S550V/V4 GL450/GL550	27 Month	27 Month		24 Month

- Available Value-Added terms on eligible vehicles may be used in conjunction with all Standard or Special lease money factors
- May be applied to all tiers on eligible vehicles
- The Variable Term Option is still available. Please see the DRG for complete instructions on calculating a variable term contract
- Customers may still choose between all mileage lease options
- The Single-Pay Lease Program may be used in conjunction with standard term contracts, variable term contracts and those eligible Value-Added contracts listed above

* Rates and Programs do not apply to Puerto Rico

Special Retail Rates

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New MY 2011		Combination MBFS APR Cash with Special Rates	MBFS APR Cash	SPECIAL RETAIL PROGRAM: MY 2011	
				<i>Dealer Reserve limited to 1% on all Special Straight Retail Rates *</i>	
Max Advance % of MSRP		Auto Pay Program Code: 944			
Tier		Program Code: 916			
		24 - 36 Months		37 - 66 Months	
		FCA (A1): 125% T1: 115% T2: 110%		FCA (A1) - T2	
		FCA (A1) - T2		FCA (A1) - T2	
C	C300W	n/a		0.90%	1.90%
	C300W4	n/a		0.90%	1.90%
	C350W	n/a		0.90%	1.90%
E	E350BTC	n/a		1.90%	2.90%
	E350W	n/a		1.90%	2.90%
	E350W4	n/a		1.90%	2.90%
GLK	GLK350W2	n/a		0.90%	1.90%
	GLK350W4	n/a		0.90%	1.90%
M	ML350BTC	n/a		0.90%	1.90%
	ML350W2	n/a		0.90%	1.90%
	ML350W4	n/a		0.90%	1.90%
GL	GL450	n/a		1.90%	2.90%
	GL550	n/a		1.90%	2.90%

* Auto Pay rate discounts must be within the current maximum reserve/participation guidelines

Mercedes-Benz Certified Pre-Owned Retail Program

		<i>Dealer Reserve limited to 1% on all Special Straight Retail Rates *</i>		
		24 - 36 Months	37 - 48 Months	49 - 66 Months
Max Advance % of MMR:		Program Code: 917 Auto Pay: 945		
Tier		FCA (A1): 155% T1: 145% T2: 140%		
		FCA (A1) - T2	FCA (A1) - T2	FCA (A1) - T2
MY 09-08	C/E/CLK/SLK/CLS/M/GL - Class	0.99%	1.99%	2.99%

- Refer to the Policies & Guidelines for maximum advance guidelines
- Excludes balloon contracts
- Minimum term 24 months; Maximum term 66 months
- Max. advances are subject to credit approval
- If Amount Financed is less than \$15,000, please add 1% to the published rate
- Non-Certified Pre-Owned vehicles are not eligible for these special rates

* Auto Pay rate discounts must be within the current maximum reserve/participation guidelines

** Rates and Programs do not apply to Puerto Rico

Dealer Advance and Participation Opportunities

Customer Tier	NEW MY12 - MY10 Mercedes-Benz			Certified & Non-Certified Pre-Owned			
	Advance*	Lease Fee Participation	Financing Rate Reserve	Advance*		Lease Fee Participation	Financing Rate Reserve
				MY 12-07**	MY 06-05		
First Class Advantage	MSRP + 25%	Up to .00150	Up to 2.5%	MMR + 55%	MMR + 30%	Up to .00150	Up to 2.5%
Tier I	MSRP + 15%	Up to .00150	Up to 2.5%	MMR + 45%	MMR + 30%	Up to .00150	Up to 2.5%
Tier II	MSRP + 10%	Up to .00150	Up to 2.5%	MMR + 40%	MMR + 30%	Up to .00150	Up to 2.5%
Tier III	MSRP	Up to .00150	Up to 2.5%	MMR + 30%	MMR + 30%	Up to .00150	Up to 2.5%
Tier IV	90% of MSRP	Up to .00100	Up to 2.0%	MMR + 10%	MMR + 10%	Up to .00100	Up to 2.0%
Extended Term 61-72 mths	Based on Tier	n/a	Up to 2.0%	2012 - 2007 Only	n/a	n/a	Up to 2.0%

* Maximum advance percentages include tax, title and license. Refer to the Information Notice in the Forms Database in MB Advantage for reserve payment guidelines.
 * MBFS allows MBUSA's ELW product to be advanced above the standard guidelines up to MBUSA's MSRP.
 ** Please refer to current rate sheets for advance and corresponding rates for MY 2012-2007.

First Class Financing®*

- **Flat Fee:** Retail/Balloon Flat Fee paid when buy rate equals contract rate: 1% of Amount Financed, up to \$300
- If Amount Financed is less than \$15,000, please add 1% to the published rate
- First payment date may not exceed one month and 15 days past the contract date (Form 84-001-0911)
- Non Mercedes-Benz Vehicles - contact Business Center for details
- **European Delivery:** Add 0.50% to the published buy rate
- European Delivery first payment may be extended to 60 days with one less installment payment (PA: First payment may not exceed 1 month and 15 days)

Retail Balloon Financing*

- Value Added program is not available
- Walkaway Balloon percentages are based on the MSRP less gas guzzler tax and are calculated by using Mercedes-Benz Financial Services's standard 15,000 mile residual value percentage. Standard low and high mileage adjustments are now available. Additional mileage may not be purchased at Inception.
- Non-walkaway balloon amount may be no more than the MBFS 15K residual value minus gas guzzler. The non-walkaway balloon amount may be less.
- Maximum down payment of 25% of the selling price for all balloons
- Mercedes-Benz Certified Pre-Owned - increase balloon amount \$500

The First Class Lease®

- **SINGLE PAY:** Maximum discount of .00080 money factors with a minimum net customer rate of .00001
- **Value Added Lease Program:** Value Added Lease terms may vary and are only available on eligible New Mercedes-Benz vehicles. See Current Offerings for more information
- **Multiple Security Deposits:** Security deposits for the Multiple Security Deposit program are calculated by rounding the base payment (using original Standard money factor) up to the nearest \$50 increment. Capitalized Cost reductions are not allowed in conjunction with this program. Lease money factor reduction for each refundable security deposit is .00007. A limit of 10 MSD's per contract. May not be used in conjunction with Special money factors, unless otherwise notified. Not available in New York or Puerto Rico
- **European Delivery:** Add .00020 to the tiered lease money factor
- Mercedes-Benz Certified Pre-Owned - increase Residual Value \$500
- Minimum Residual - 20% of MSRP less gas-guzzler tax (20% of pre-owned purchase price). Residual reduction requires purchase of additional miles.*
- Maximum Capitalized Cost Reduction - 25% of MSRP or agreed upon price, whichever is less* (Adjusted Cap Cost must be greater than the RV)
- Non-Profit and Tax Exempt Organizations - add .00075 to MB Financial Services's standard and special money factors
- Mileage purchased at lease inception is charged at a rate of \$0.20 per mile
- Mid-term mileage may be purchased at the rate of \$0.25 per mile
- Dealer Lease Fee : 70% of total lease reserve distributed to dealer*
- Acquisition Fee - \$795.00 - dealer may add up to \$300 and realize additional profit*
- Vehicle Turn-In Fee: \$595* in all states except: SC-the lesser amount of 3 X Base Payment or \$595; CO, IA, KS, ME, OK, WV, WY - the lesser amount of 2 X Base Payment or \$595; WI - the lesser amount of 1 X Base Payment or \$595; Puerto Rico - not applicable

Residual Guideline Policy for MY12/MY11

Titled < 1,000 Miles	New Residuals
Titled with 1,000-3,000 Miles	New Residuals - adjust residual downward to 1,000 at .20 cents per mile
Titled > 3,000 Miles	Pre-Owned Residuals
'Brass Hat/Demo' < 3,000 Miles	New Residuals
'Brass Hat/Demo' with 3,000 - 10,000 Miles	New Residuals - adjust residual downward to 3,000 at .20 cents per mile
'Brass Hat/Demo' > 10,000 Miles	Pre-Owned Residuals

Low and High Mileage Program Calculations for New MY12 - MY11

- Ultra Low: 7,500 miles/year +4% (24-60 months)
- Low: 10,000 miles/year +3% (all terms); 12,000 miles/yr +2% (all terms)
- Standard: 15,000 miles/year (15,001 to 19,999 - Please reduce residual value at .20 cents per mile)
- High: 20,000 miles/year -5% (24-48 months) based on high miles residuals
- Up-front mileage cannot be purchased on low-mileage leases (7,500, 10,000 and 12,000 miles)

Insurance: All matters of insurance should be mailed to: Mercedes-Benz Financial Services, P.O. Box 685, Roanoke, TX 76262-0685

NOTE: Please refer to the Dealer Reference Guide for more information regarding Mercedes-Benz Financial Services's programs, products, policies, and guidelines. The guide is accessible via MB Advantage.

Dealer is responsible for authenticity of documentation and lien perfection. Credit tiers are based upon Mercedes-Benz Financial Services's Customer Scoring Model. Actual credit approval is based upon a number of variables and remains the sole discretion of Mercedes-Benz Financial Services. Vehicles with accrued mileage exceeding 100,000 at time of contracting do not qualify for MBFS's finance and lease programs. Only Mercedes-Benz vehicles, manufactured for the U.S., are eligible for MBFS's finance and lease programs.