

**Incentivo Conauto-Ford**

**Modelos 2015**

|           |                            |                |        |                |                |         | Clave de plan: F411-F413 |               |         |
|-----------|----------------------------|----------------|--------|----------------|----------------|---------|--------------------------|---------------|---------|
|           |                            |                |        |                |                |         | Con anualidades          |               |         |
| Catálogo  | Descripción                | Precio Cliente | Rebate | Precio Conauto | Pago inicial * | Saldo   | 48 mens                  | 4 anualidades | 48 mens |
| 15%       |                            |                |        |                |                |         |                          |               |         |
| Y4D5IFC15 | IKON HATCH AMBIENTE TM     | 137,400        | 10,000 | 127,400        | 19,110         | 108,290 | 2,639                    | 6,332         | 3,166   |
| Y4C5IFC15 | IKON HATCH AMBIENTE TM A/A | 146,400        | 10,000 | 136,400        | 20,460         | 115,940 | 2,825                    | 6,780         | 3,390   |
| Y4B5IFC15 | IKON HATCH TREND TM A/A    | 171,000        | 10,000 | 161,000        | 24,150         | 136,850 | 3,334                    | 8,003         | 4,001   |

**Modelos 2014**

|          |                            |                |        |                |                |         | Clave de plan: F411-F413   |               |                            |
|----------|----------------------------|----------------|--------|----------------|----------------|---------|----------------------------|---------------|----------------------------|
|          |                            |                |        |                |                |         | Con anualidades            |               |                            |
| Catálogo | Descripción                | Precio Cliente | Rebate | Precio Conauto | Pago inicial * | Saldo   | 48 mens<br>Con anualidades | 4 anualidades | 48 mens<br>Sin anualidades |
| 15%      |                            |                |        |                |                |         |                            |               |                            |
| Y4DIS15  | IKON HATCH AMBIENTE TM     | 135,900        | 15,000 | 120,900        | 18,135         | 102,765 | 2,504                      | 6,009         | 3,005                      |
| Y4CIS15  | IKON HATCH AMBIENTE TM A/A | 143,400        | 15,000 | 128,400        | 19,260         | 109,140 | 2,659                      | 6,382         | 3,191                      |
| Y4BIS15  | IKON HATCH TREND TM A/A    | 168,000        | 15,000 | 153,000        | 22,950         | 130,050 | 3,169                      | 7,605         | 3,802                      |

**Incentivo Conauto-Ford**

**Modelos 2015**

|            |                            |                |        |                |                |         | Clave de plan: F412-F414 |               |         |
|------------|----------------------------|----------------|--------|----------------|----------------|---------|--------------------------|---------------|---------|
|            |                            |                |        |                |                |         | Con anualidades          |               |         |
| Catálogo   | Descripción                | Precio Cliente | Rebate | Precio Conauto | Pago inicial * | Saldo   | 60 mens                  | 5 anualidades | 60 mens |
| <b>17%</b> |                            |                |        |                |                |         |                          |               |         |
| Y4D5IFC17  | IKON HATCH AMBIENTE TM     | 137,400        | 10,000 | 127,400        | 21,658         | 105,742 | 2,156                    | 5,175         | 2,588   |
| Y4C5IFC17  | IKON HATCH AMBIENTE TM A/A | 146,400        | 10,000 | 136,400        | 23,188         | 113,212 | 2,309                    | 5,541         | 2,770   |
| Y4B5IFC17  | IKON HATCH TREND TM A/A    | 171,000        | 10,000 | 161,000        | 27,370         | 133,630 | 2,725                    | 6,540         | 3,270   |

**Modelos 2014**

|            |                            |                |        |                |                |         | Clave de plan: F324-F326   |               |                            |
|------------|----------------------------|----------------|--------|----------------|----------------|---------|----------------------------|---------------|----------------------------|
|            |                            |                |        |                |                |         | Con anualidades            |               |                            |
| Catálogo   | Descripción                | Precio Cliente | Rebate | Precio Conauto | Pago inicial * | Saldo   | 60 mens<br>Con anualidades | 5 anualidades | 60 mens<br>Sin anualidades |
| <b>17%</b> |                            |                |        |                |                |         |                            |               |                            |
| Y4DIS17    | IKON HATCH AMBIENTE TM     | 135,900        | 15,000 | 120,900        | 20,553         | 100,347 | 2,046                      | 4,911         | 2,456                      |
| Y4CIS17    | IKON HATCH AMBIENTE TM A/A | 143,400        | 15,000 | 128,400        | 21,828         | 106,572 | 2,173                      | 5,216         | 2,608                      |
| Y4BIS17    | IKON HATCH TREND TM A/A    | 168,000        | 15,000 | 153,000        | 26,010         | 126,990 | 2,590                      | 6,215         | 3,107                      |

\* Cantidad a pagar al distribuidor.