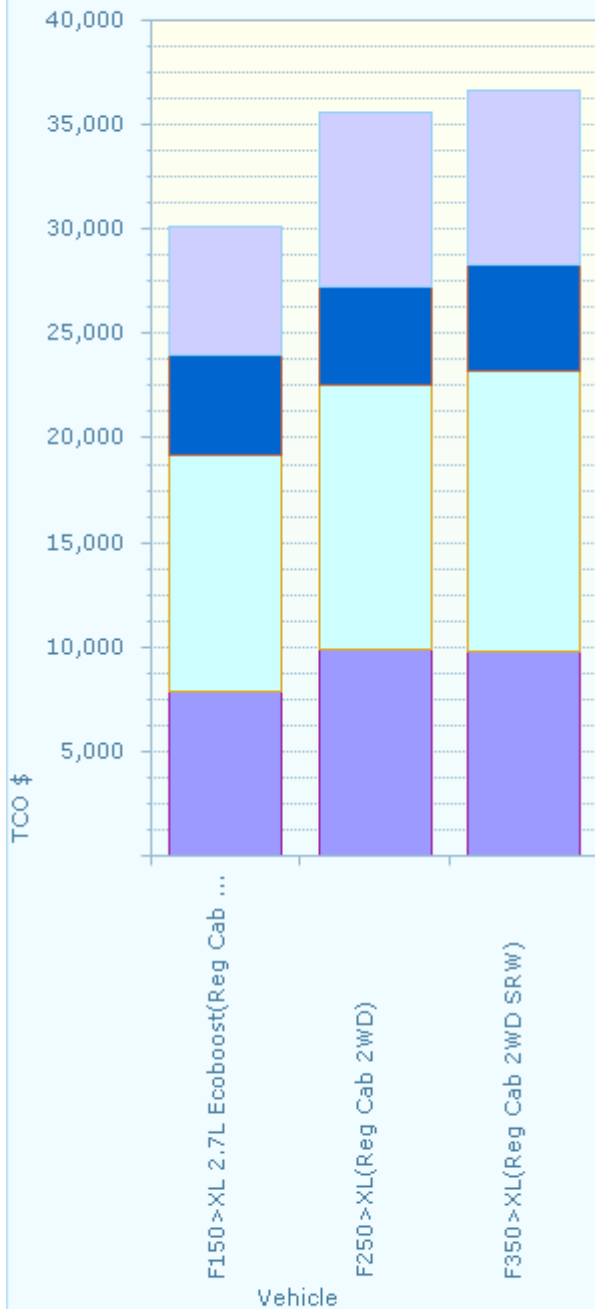




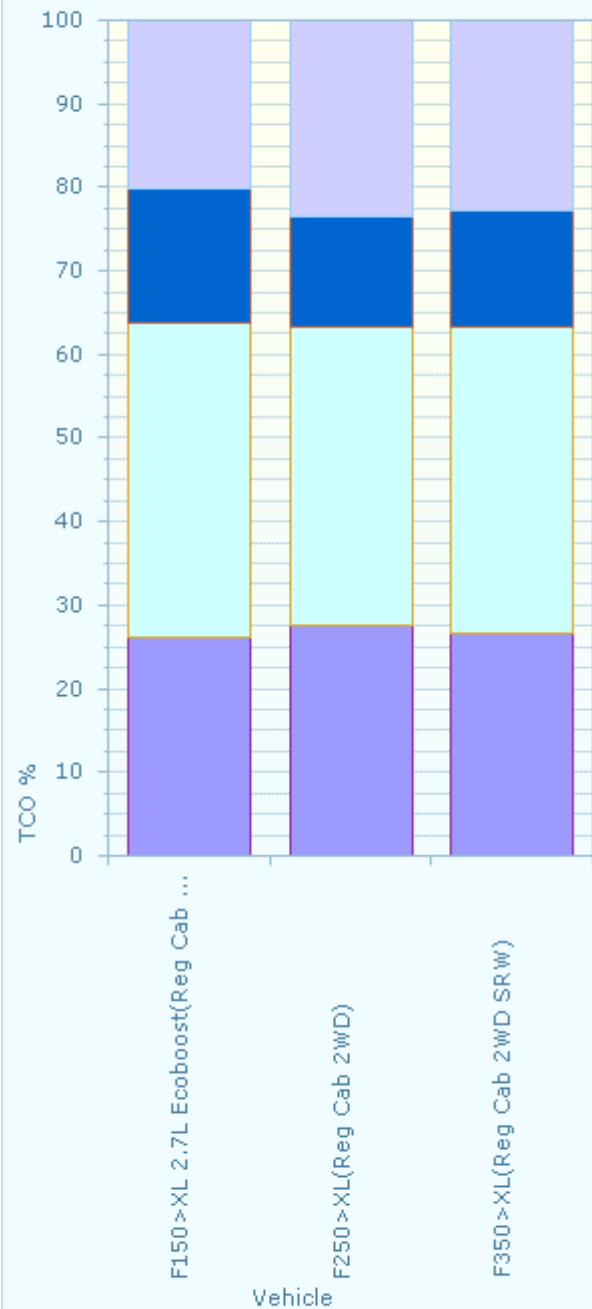
| | | | |
|-----------------------------|--|--------------------------------|------------------------------------|
| Query Name: | | | |
| Residual Provider | BLACK BOOK | BLACK BOOK | BLACK BOOK |
| Vehicle Description | 2017 Ford F150 XL 2.7L Ecoboost(Reg Cab 2WD 122) | 2017 Ford F250 XL(Reg Cab 2WD) | 2017 Ford F350 XL(Reg Cab 2WD SRW) |
| Segment | Large Pickup, 1/2 Ton | Large Pickup, 3/4 Ton | Large Pickup, 1 Ton |
| Pricing | Current | Current | Current |
| MSRP | \$27,335 | \$32,535 | \$33,705 |
| SWC Fleet Price | \$17,706 | \$19,262 | \$20,259 |
| Discount/Adjustments | \$0 | \$0 | \$0 |
| Depreciation | \$7,890 | \$9,851 | \$9,775 |
| Fuel | \$11,327 | \$12,714 | \$13,427 |
| Maintenance | \$6,089 | \$8,393 | \$8,378 |
| Repairs | \$4,792 | \$4,669 | \$5,049 |
| Grand Total | \$30,098 | \$35,627 | \$36,629 |
| Cost Per Mile | \$0.31 | \$0.36 | \$0.37 |
| Cost Per Month | \$358 | \$424 | \$436 |
| Footnote | | | |

Total Ownership Costs



- Depreciation
- Fuel
- Maintenance
- Fees & Taxes
- Insurance
- Opportunity
- Repairs

Total Ownership Costs %



- Depreciation
- Fuel
- Maintenance
- Fees & Taxes
- Insurance
- Opportunity
- Repairs

2017 Ford F150 XL 2.7L EcoBoost(Reg Cab 2WD 122)

Vehicle

| | |
|--|---|
| Lifecycle: 84 Months | Fleet Price (before add/deducts, discounts and destination): \$17,937 |
| Annual Mileage: 14000 | Destination: \$0 |
| Geography: Georgia | Add/Deducts: -\$231 |
| Vehicle Make: Ford | Fleet Discount: \$0 |
| Vehicle Year: 2017 | Corporate Discount: \$0 |
| Vehicle Model: F150 | Volume Discount: \$0 |
| Vehicle Trim: XL 2.7L EcoBoost(Reg Cab 2WD 122) | Optional Adjustment 1: \$0 |
| Vehicle Segment: Large Pickup, 1/2 Ton | Optional Adjustment 2: \$0 |
| | Optional Adjustment 3: \$0 |
| | Market Price (includes add/deducts, discounts and destination): \$17,706 |

Add/Deducts (Msrp / Invoice):

2.7L V6 -\$0 / -\$0
w/o Rearview Camera -\$250 / -\$231

Fuel Costs

| | |
|------------------------------------|---------------------------------|
| Fuel Type: Regular | |
| Gas Guzzler Charge: \$0 | Year 1 : \$2.209 /Gallon |
| Fuel Inflation : 3.5 % Year | Year 2 : \$2.288 /Gallon |
| City MPG*: 19 | Year 3 : \$2.369 /Gallon |
| Highway MPG*: 26 | Year 4 : \$2.453 /Gallon |
| City : 55 % | Year 5 : \$2.540 /Gallon |
| Highway : 45 % | Year 6 : \$2.631 /Gallon |
| | Year 7 : \$2.724 /Gallon |

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

| | |
|---------------------------------------|----------------------------|
| Finance Period: 60 Months | Down Payment : 15 % |
| Finance Interest Rate : 2.52 % | |

Opportunity Cost Interest

| | |
|------------------------|------------------------|
| Year 1 : 0.43 % | Year 5 : 0.43 % |
| Year 2 : 0.43 % | Year 6 : 0.43 % |
| Year 3 : 0.43 % | Year 7 : 0.43 % |
| Year 4 : 0.43 % | |

Insurance Costs

| | |
|-------------------------|-------------------------|
| Year 1 : \$1,337 | Year 5 : \$1,310 |
| Year 2 : \$1,330 | Year 6 : \$1,304 |
| Year 3 : \$1,324 | Year 7 : \$1,297 |
| Year 4 : \$1,317 | |

Repair Costs

| | |
|-----------------------|---|
| Year 1 : \$0 | Year 5 : \$985 |
| Year 2 : \$0 | Year 6 : \$1,222 |
| Year 3 : \$275 | Year 7 : \$1,515 |
| Year 4 : \$795 | |
| | Warranty: 36000 Miles 36 Months |

Maintenance

| | |
|-------------------------------|--|
| Free Scheduled 0 Miles | Hourly Labor Rate : \$88.42 /Hour |
| Maintenance: 0 Months | |

Depreciation

| | |
|-----------------------|----------------------|
| Year 1: 9.03% | Year 5: 7.77% |
| Year 2: 11.74% | Year 6: 6.75% |
| Year 3: 9.78% | Year 7: 5.86% |
| Year 4: 8.41% | |

Client Name**Footnote****Vehicle Description**

2017 Ford F150 XL 2.7L Ecoboost(Reg Cab 2WD 122)

2017 Ford F250 XL(Reg Cab 2WD)**Vehicle**

| | |
|---|---|
| Lifecycle: 84 Months | Fleet Price (before add/deducts, discounts and destination): \$19,837 |
| Annual Mileage: 14000 | Destination: \$0 |
| Geography: Georgia | Add/Deducts: -\$575 |
| Vehicle Make: Ford | Fleet Discount: \$0 |
| Vehicle Year: 2017 | Corporate Discount: \$0 |
| Vehicle Model: F250 | Volume Discount: \$0 |
| Vehicle Trim: XL(Reg Cab 2WD) | Optional Adjustment 1: \$0 |
| Vehicle Segment: Large Pickup, 3/4 Ton | Optional Adjustment 2: \$0 |
| | Optional Adjustment 3: \$0 |
| | Market Price (includes add/deducts, discounts and destination): \$19,262 |

Add/Deducts (Msrp / Invoice):

w/o Pickup Box -\$625 / -\$575

Fuel Costs

| | |
|------------------------------------|---------------------------------|
| Fuel Type: Regular | |
| Gas Guzzler Charge: \$0 | Year 1 : \$2.209 /Gallon |
| Fuel Inflation : 3.5 % Year | Year 2 : \$2.288 /Gallon |
| City MPG*: 17 | Year 3 : \$2.369 /Gallon |
| Highway MPG*: 23 | Year 4 : \$2.453 /Gallon |
| City : 55 % | Year 5 : \$2.540 /Gallon |
| Highway : 45 % | Year 6 : \$2.631 /Gallon |
| | Year 7 : \$2.724 /Gallon |

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

| | |
|---------------------------------------|----------------------------|
| Finance Period: 60 Months | Down Payment : 15 % |
| Finance Interest Rate : 2.52 % | |

Opportunity Cost Interest

| | |
|------------------------|------------------------|
| Year 1 : 0.43 % | Year 5 : 0.43 % |
| Year 2 : 0.43 % | Year 6 : 0.43 % |
| Year 3 : 0.43 % | Year 7 : 0.43 % |
| Year 4 : 0.43 % | |

Insurance Costs

| | |
|-------------------------|-------------------------|
| Year 1 : \$1,644 | Year 5 : \$1,611 |
| Year 2 : \$1,636 | Year 6 : \$1,603 |
| Year 3 : \$1,628 | Year 7 : \$1,595 |
| Year 4 : \$1,620 | |

Repair Costs

| | |
|-----------------------|---|
| Year 1 : \$0 | Year 5 : \$960 |
| Year 2 : \$0 | Year 6 : \$1,191 |
| Year 3 : \$268 | Year 7 : \$1,476 |
| Year 4 : \$774 | Warranty: 36000 Miles 36 Months |

Maintenance

Free Scheduled Maintenance: 0 Miles / 0 Months

Hourly Labor Rate :\$88.42 /Hour

Depreciation

| | |
|----------------|---------------|
| Year 1: 25.54% | Year 5: 6.68% |
| Year 2: 9.46% | Year 6: 5.75% |
| Year 3: 8.08% | Year 7: 4.95% |
| Year 4: 7.30% | |

Client Name

Footnote

Vehicle Description

2017 Ford F250 XL(Reg Cab 2WD)

2017 Ford F350 XL(Reg Cab 2WD SRW)

Vehicle

| | |
|--------------------------------------|--|
| Lifecycle: 84 Months | Fleet Price (before add/deducts, discounts and destination): \$20,834 |
| Annual Mileage: 14000 | Destination: \$0 |
| Geography: Georgia | Add/Deducts: -\$575 |
| Vehicle Make: Ford | Fleet Discount: \$0 |
| Vehicle Year: 2017 | Corporate Discount: \$0 |
| Vehicle Model: F350 | Volume Discount: \$0 |
| Vehicle Trim: XL(Reg Cab 2WD SRW) | Optional Adjustment 1: \$0 |
| Vehicle Segment: Large Pickup, 1 Ton | Optional Adjustment 2: \$0 |
| | Optional Adjustment 3: \$0 |
| | Market Price (includes add/deducts, discounts and destination): \$20,259 |

Add/Deducts (Msrp / Invoice):

w/o Pickup Box -\$625 / -\$575

Fuel Costs

| | |
|-----------------------------|--------------------------|
| Fuel Type: Regular | Year 1 : \$2.209 /Gallon |
| Gas Guzzler Charge: \$0 | Year 2 : \$2.288 /Gallon |
| Fuel Inflation : 3.5 % Year | Year 3 : \$2.369 /Gallon |
| City MPG*: 16 | Year 4 : \$2.453 /Gallon |
| Highway MPG*: 22 | Year 5 : \$2.540 /Gallon |
| City : 55 % | Year 6 : \$2.631 /Gallon |
| Highway : 45 % | Year 7 : \$2.724 /Gallon |

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

| | |
|--------------------------------|---------------------|
| Finance Period: 60 Months | Down Payment : 15 % |
| Finance Interest Rate : 2.52 % | |

Opportunity Cost Interest

| | |
|-----------------|-----------------|
| Year 1 : 0.43 % | Year 5 : 0.43 % |
| Year 2 : 0.43 % | Year 6 : 0.43 % |
| Year 3 : 0.43 % | Year 7 : 0.43 % |
| Year 4 : 0.43 % | |

Insurance Costs

| | |
|------------------|------------------|
| Year 1 : \$1,394 | Year 5 : \$1,366 |
| Year 2 : \$1,387 | Year 6 : \$1,359 |
| Year 3 : \$1,380 | Year 7 : \$1,352 |
| Year 4 : \$1,373 | |

Repair Costs

| | |
|---------------|---------------------|
| Year 1 :\$0 | Year 5 :\$1,038 |
| Year 2 :\$0 | Year 6 :\$1,288 |
| Year 3 :\$289 | Year 7 :\$1,597 |
| Year 4 :\$837 | 36000 Miles |
| | Warranty: 36 Months |

Maintenance

| | |
|---|----------------------------------|
| Free Scheduled Maintenance: 0 Miles 0 Months | Hourly Labor Rate :\$88.42 /Hour |
|---|----------------------------------|

Depreciation

| | |
|---------------|--------------|
| Year 1:20.42% | Year 5:7.10% |
| Year 2:10.10% | Year 6:6.12% |
| Year 3:8.70% | Year 7:5.28% |
| Year 4:7.69% | |

Client Name

Footnote

Vehicle Description

2017 Ford F350 XL(Reg Cab 2WD SRW)

All results based on Vincentric data produced on Feb 24 2017 6:08PM

Report created by Michael Marsh on March 6 2017 2:30 PM

Ownership costs are estimates and actual ownership costs will vary. Vincentric makes no gaurantee or warranty, either expresses or implied, including without limitation any warranty of merchantability or fitness for a particular purpose, with respect to the data presented here.