

## Customer Incentives

Incentives in this table are a summary of retail programs offered. Programs may vary by region and model.

	Cash rebate	Finance rate
<b>CHRYSLER GROUP</b>		
<i>Expires July 31. Cut-rate financing is available in lieu of rebates.</i>		
<b>2004 models</b>		
Chrysler 300M, Concorde	\$2,000	0-1.9%
Dodge Intrepid, Stratus	\$2,000	0-1.9%
Jeep Grand Cherokee	\$3,000	0%
<b>2003 models</b>		
Chrysler Town & Country*	\$3,500	0%
300M, Concorde, Sebring	\$3,000	0%
PT Cruiser (non-Turbo), Voyager	\$2,500	0-2.9%
Town & Country e/LeX	\$1,000	-
Dodge Durango	\$4,500	0%
Grand Caravan*	\$3,500	0%
Dakota, Intrepid, Stratus	\$3,000	0%
Caravan, Neon, Ram pickup 1500	\$2,500	0%
Ram pickup 2500	\$2,500	0-2.9%
Ram Van	\$1,000	0-2.9%
Grand Caravan e/LeX	\$1,000	-
Jeep Grand Cherokee	\$3,000	0%
Wrangler, Liberty	\$1,000	0-2.9%
*Excludes e/LeX/EC		
<b>FORD MOTOR CO.</b>		
<i>Expires July 9.</i>		
<b>2003 models</b>		
<i>Loyalty bonuses up to \$1,000 to returning lease customers. Ford will match down payments on the Windstar up to \$1,000. Most Ford Division vehicles have a \$750 military appreciation discount for active and retired members of the U.S. armed forces, including reservists and the National Guard.</i>		
<b>2003 models</b>		
Ford Excursion*	\$4,000	0%
Crown Victoria, Explorer, Explorer Sport, Expedition, Ranger, F-150, Econoline, Windstar	\$3,000	0%
Mustang (except SVT Cobra and Mach 1)	\$3,000	0-3.9%
Taurus	\$2,500	0%
F-150 SuperCrew, F-series Super Duty (except 6.0-liter)	\$2,500	0-2.9%
ZX2	\$2,000	0-0.9%
Focus (except SVT)	\$2,000	0-1.9%
Explorer SportTrac	\$2,000	0-2.9%
Escape	\$1,500	0-3.9%
Note: F-series incentives do not include SVT Lightning and Harley-Davidson		
*Excludes 6.0-liter		
<b>GENERAL MOTORS</b>		
<i>Expires July 7. On models with 0-1.9 percent financing, the 1.9 percent is for 72-month contracts.</i>		
<b>2004 models</b>		
Pontiac Grand Prix	\$1,000	1.9-3.9%
<b>2003 models</b>		
Buick LeSabre	\$4,000	0-1.9%
All other models	\$3,000	0-1.9%
Cadillac Escalade, ESV, EXT	-	0%
*CTS	-	1.9-3.9%
Deville, Seville	-	5.9%
Chevrolet Cavalier, S10, Tracker, Avalanche	\$4,000	0-1.9%
All other models	\$3,000	0-1.9%
Corvette	\$2,000	0-1.9%
GMC Sonoma	\$4,000	0-1.9%
All other models	\$3,000	0-1.9%
Oldsmobile Silhouette	\$4,000	0-1.9%
All other models	\$3,000	0-1.9%
Pontiac Grand Am*, Grand Prix, Sunfire	\$4,000	0-1.9%
Vibe	\$2,000	0-1.9%
All other models	\$3,000	0-1.9%
Saturn I series	\$3,000	0-1.9%
Vue, Ion	\$2,000	0-1.9%
*4-cylinder only		
<b>AMERICAN HONDA MOTOR CO.</b>		
<i>Acura expires June 30.</i>		
<b>2003 models</b>		
Acura CL, RSX, TL	-	2.9%
<b>HYUNDAI</b>		
<i>Expires June 30. In lieu of rebates, financing rates are available.</i>		
<b>2003 models</b>		
XG 350	\$2,500	0-0.9%
Sonata	\$1,000	0-2.9%
Santa Fe	\$1,000	0-3.5%
Tiburon	\$1,000	0-3.9%
Accent	\$1,000	0%
Elantra	-	0%
<b>ISUZU</b>		
<i>Expires June 30. Excludes Calif., Alaska and Hawaii.</i>		
<b>2002 models</b>		
Ascender, Axiom, Rodeo	-	0-4.9%
Current Isuzu vehicle owners are eligible for a \$500 owner loyalty bonus on all 2003 Isuzu SUVs. Offer excludes Rodeo 4-cylinder. See dealer for program details.		

	Cash rebate	Finance rate
<b>JAGUAR</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
X-Type	-	2.9%
S-Type	-	2.9-4.9%
<b>KIA</b>		
<i>Expires June 30. In lieu of rebates, cut-rate financing is available.</i>		
<b>2003 models</b>		
Optima, Sedona, Spectra 4-door	\$2,000	0%
Spectra 5-door	\$1,750	0%
Rio, Sorento, Rio Cinco	\$1,000	0%
*Current and previous Kia vehicle owners are eligible for a \$1,000 owner loyalty bonus on all 2003 Kia models. See dealer for program details.		
<b>LAND ROVER</b>		
<i>Expires June 30. No down payment is required.</i>		
<b>2003 models</b>		
Freelander	-	0%
<b>MAZDA</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
Protege sedan, Protege5, Miata, MPV, Tribute, pickup	-	0%
Mazda6*	-	0-1.9%
*Excludes models equipped with optional sport package		
<b>MERCEDES-BENZ</b>		
<i>No expiration date has been set.</i>		
<b>2003 and 2002 models</b>		
All models*	-	4.8-6.5%
*Excludes AMG styles		
<b>MITSUBISHI</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
All models*	-	0%
*Excludes 2003 Lancer Evolution VIII models		
<b>NISSAN</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
Infiniti I35	-	1.9-2.9%
<b>PORSCHE</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
911, Boxster, Cayenne	-	4.25%
<b>SAAB</b>		
<i>Expires July 7.</i>		
<b>2003 models</b>		
All models	-	0%
<b>SUBARU</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
Baja, Forester, Impreza, Legacy, Outback	-	0%
<b>SUZUKI</b>		
<i>Expires June 30.</i>		
<b>2003 models</b>		
All models	\$2,000	0%
<b>TOYOTA MOTOR SALES</b>		
<i>Expires June 30. Toyota has given dealer the choice of various options depending on region and market condition. Below is a summary of options that may be offered to customers.</i>		
<b>2003 and 2002 models</b>		
Lexus IS 300	-	3.9%
ES 300	-	3.29%
Toyota Tundra	\$1,500	0-1.9%
Highlander	\$800	0-2.9%
Camry	\$700	0.9-2.9%
Corolla, Matrix	\$600	0-2.9%
Camry Solara	\$500	0-2.9%
<b>VOLKSWAGEN</b>		
<i>Expires June 30.</i>		
<b>2003 and 2002 models</b>		
Audi All models	-	1.9%
<b>2003 models</b>		
VW New Beetle, Passat, Jetta, GTI, Golf, EuroVan*	-	1.9%
*Excludes camper		
<b>VOLVO</b>		
<i>Expires June 30.</i>		
<b>2004 models</b>		
S60, C70, V70, XC70, S80	-	1.9-2.9%
S40, V40	\$4,000	-
Source: Automotive News, Edmunds.com and JATO Dynamics Ltd.		
<b>Dealer Incentives</b>		
<i>Incentives in this table are a summary of dealer programs offered. Programs may vary by region and model.</i>		
<b>DAIMLERCHRYSLER</b>		
<i>Expires July 31.</i>		
<b>2004 models</b>		
Chrysler 300M, Concorde, Sebring	\$500	
Dodge Intrepid, Stratus	\$500	
<b>2003 models</b>		
Chrysler Town & Country, Voyager	\$750	

Dodge Ram Van	\$1,000
Caravan, Grand Caravan	\$750
Durango, Ram pickup	\$500
Jeep Grand Cherokee	\$1,000
Liberty	\$500
<b>FORD</b>	
<i>Expires July 9.</i>	
<b>2003 models</b>	
Mercury Grand Marquis*	\$1,000
<b>2002 models</b>	
Ford Thunderbird	\$2,000-4,000
Lincoln LS	\$2,500
Mercury Mountaineer, Sable	\$4,500
*Varies by region	
<b>AMERICAN HONDA MOTOR CO.</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
Acura RL	\$4,000
CL	\$1,000
Honda Insight	\$1,000
Civic	\$500-750
<b>2002 models</b>	
Honda Civic	\$1,000
Civic Si	\$250
<b>ISUZU</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
Rodeo V-6	\$3,000
Axiom, Ascender	\$2,500
Rodeo*	\$1,750
<b>2002 models</b>	
Trooper	\$6,000
Rodeo V-6	\$5,500
Axiom	\$5,000
Rodeo 4-cylinder	\$4,000
Rodeo Sport	\$3,500
*Excludes V-6	
<b>JAGUAR</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
XJ series	\$6,500-10,500
XK	\$4,000
X-Type, S-Type	\$2,000
<b>MERCEDES-BENZ</b>	
<i>Expiration date has not been set.</i>	
<b>2003 models</b>	
ML320	\$2,000
<b>2002 models</b>	
SL*	\$7,000
CL, SL Silver Arrow	\$5,000
S430, S500	\$4,500
E430	\$3,500
C320 wagon	\$3,000
E320**	\$2,000
C240, C320 sedan, M class	\$1,500
C230 coupe, E320 Special Edition, SLK***	\$1,000
*Excludes Silver Arrow **Excludes wagon & Special Edition ***Excludes SLK32 AMG	
<b>NISSAN NORTH AMERICA</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
Nissan Maxima	\$2,000
<b>SUBARU</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
Baja	\$2,000
Outback H6	\$1,250
Legacy, Outback*	\$1,000
Impreza, Forester X	\$750
Forester XS	\$500
*Excludes H6	
<b>TOYOTA MOTOR SALES</b>	
<i>Expires June 30. Toyota has given dealer the choice of various options depending on region and market condition. Below is a summary of cash rebates that may be available to dealer. Some options include dealer cash only. Others include dealer cash and customer cash or cut-rate financing.</i>	
<b>2004 models</b>	
Toyota Corolla CE	\$500
<b>2003 and 2002 models</b>	
Toyota Tundra	\$1,500
4Runner SR5*	\$1,000
Highlander	\$950
Camry	\$800
4Runner Sport Edition*	\$750
Corolla, Matrix	\$650
Camry Solara, Tacoma	\$500
*2003 models only	
<b>VOLKSWAGEN</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
Audi TT	\$500
Volkswagen EuroVan*, GTI*, Golf, Jetta, New Beetle*, Passat	\$400
*Excludes EuroVan camper, GTI anniversary edition and New Beetle convertible	
<b>VOLVO</b>	
<i>Expires June 30.</i>	
<b>2003 models</b>	
C70, S80, S60 2.4 Base	\$5,000
S40, V40, S60 2.5T AWD, S60 T-5	\$4,500
S60 2.4 ASR, S60 2.4T, V70 2.4, V70 T-5	\$4,000
V70 2.4T, V70 2.5T AWD	\$3,500
XC70	\$2,500
Source: Automotive News, Edmunds.com and JATO Dynamics Ltd.	