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4/1/2019

WESTERN REGION - DENVER ZONE (WST DEN - 08001)

Effective: April 2, 2019 - April 30, 2019

19MY INCENTIVE SUMMARY

WESTERN REGION - DENVER ZONE (WST DEN - 08001)				Sale Type A Can be combined ONLY with Sale Type A Cash CANNOT be combined with any Sale Type L and/or C cash				Sale Type L SMF Special Low Rate Program Can be combined ONLY with Sale Type L Cash CANNOT be combined with any Sale Type A and/or C cash				Sale Type G SMF Special Lease Program Can be combined ONLY with Sale Type C Cash CANNOT be combined with any Sale Type A and/or L cash				
Effective: April 2, 2019 - April 30, 2019																
19MY INCENTIVE SUMMARY																
Trim	Model Code	Option Package	SS	Retailer Cash	Customer Cash	20% Retailer Cash	TOTAL AVAILABLE CASH	Special Program	Retailer Finance Cash	Customer Finance Cash	20% Retailer Cash	TOTAL CASH AVAILABLE WITH LOW RATE	Special Program	Retailer Lease Cash	20% Retailer Cash	TOTAL CASH AVAILABLE WITH LEASE
ASCENT	2.4T 8-Passenger	KCA	01	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.4T Premium 8-Passenger	KCB	11, 14	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.4T Premium 8-Passenger	KCB	12	\$750	\$0	\$0	\$750	Yes	\$750	\$0	\$0	\$750	Yes	\$750	\$0	\$750
	2.4T Premium 7-Passenger	KCC	12	\$750	\$0	\$0	\$750	Yes	\$750	\$0	\$0	\$750	Yes	\$750	\$0	\$750
	2.4T Premium 7-Passenger	KCC	14	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.4T Limited 8-Passenger	KCD	21, 23	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.4T Limited 7-Passenger	KCE	21, 23	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.4T Touring 7-Passenger	KCG	31	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
SMF PROGRAM - 19MY ASCENT								Rates as low as 3.49%				36-Month Lease at \$339				
BRZ	Premium	KZA	01	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	Limited	KZE	01, 02	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	Limited	KZF	01	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	Series.Gray	KZS	03	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	SMF PROGRAM - 19MY BRZ								Rates as low as 3.49%				36-Month Lease at \$365			
CROSSTREK	2.0i 6MT	KRA	01	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i CVT	KRB	01, 03	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Premium 6MT	KRC	11	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Premium CVT	KRD	11, 12, 13, 14	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Limited	KRE	21, 22, 23	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	Hybrid	KRH	01, 02	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	SMF PROGRAM - 19MY CROSSTREK								Rates as low as 3.49%				36-Month Lease at \$245			
FORESTER	2.5i	KFB	01, 02	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.5i Premium	KFF	11, 13, 14, 15	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.5i Sport	KFG	21, 22, 24	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.5i Limited	KFI	31, 32	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.5i Touring	KFJ	41	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
SMF PROGRAM - 19MY FORESTER								Rates as low as 3.49%				36-Month Lease at \$265				
IMPREZA	2.0i 5MT	KJA	01	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i CVT	KJB	01, 03	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.0i Premium	KJD	11, 13, 14	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Sport 5MT	KJE	21	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Sport CVT	KJF	21, 23	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Limited	KJG	31, 33, 35	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i 5MT	KLA	01	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i CVT	KLB	01, 03	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.0i Premium	KLD	11, 13, 14	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.0i Sport 5MT	KLE	21	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	2.0i Sport CVT	KLF	21, 23	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.0i Limited	KLK	31, 33, 35	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	SMF PROGRAM - 19MY IMPREZA								Rates as low as 0.9%				36-Month Lease at \$195			
LEGACY	2.5i	KAB	01, 02	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.5i Premium	KAD	11, 12, 15, 16, 71, 72, 75, 76	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.5i Sport	KAH	11, 17	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	2.5i Limited	KAJ	21, 24	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
	3.6R Limited	KAK	21, 24	\$500	\$0	\$0	\$500	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$500	\$500
SMF PROGRAM - 19MY LEGACY								Rates as low as 0%				36-Month Lease at \$225				
OUTBACK	2.5i	KDB	01	\$1,750	\$0	\$0	\$1,750	Yes	\$250	\$0	\$0	\$250	Yes	\$500	\$0	\$500
	2.5i Premium	KDD	11, 13, 15	\$1,750	\$0	\$0	\$1,750	Yes	\$250	\$0	\$0	\$250	Yes	\$500	\$250	\$750
	2.5i Limited	KDF	21, 24	\$1,750	\$0	\$0	\$1,750	Yes	\$250	\$0	\$0	\$250	Yes	\$500	\$250	\$750
	2.5i Touring	KDG	31	\$1,750	\$0	\$0	\$1,750	Yes	\$250	\$0	\$0	\$250	Yes	\$500	\$0	\$500
	3.6R Limited	KDK	21, 24	\$1,750	\$0	\$0	\$1,750	Yes	\$250	\$0	\$0	\$250	Yes	\$500	\$0	\$500
	3.6R Touring	KDL	31	\$1,750	\$0	\$0	\$1,750	Yes	\$250	\$0	\$0	\$250	Yes	\$500	\$0	\$500
	SMF PROGRAM - 19MY OUTBACK								Rates as low as 0%				36-Month Lease at \$249			
WRX	WRX 6MT	KUN	01	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX Premium 6MT	KUO	11, 12, 14	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX Premium CVT	KUP	13	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX Limited 6MT	KUQ	21, 22	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX Limited CVT	KUR	23, 24	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX STI	KUS	02, 03, 04	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX STI Ltd. - Wing	KUV	21	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
	WRX STI Ltd. - Lip	KUW	21	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0	\$0	Yes	\$0	\$0	\$0
SMF PROGRAM - 19MY WRX								Rates as low as 1.9%				36-Month Lease at \$345				

SS -- Stair Step Program dates may differ, see official rules.

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4/1/2019

WESTERN REGION - DENVER ZONE (WST DEN - 08001)

Effective: April 2, 2019 - April 30, 2019

18MY INCENTIVE SUMMARY

			Sale Type A				Sale Type L					Sale Type C					
			Can be combined ONLY with Sale Type A Cash				SMF Special Low Rate Program					SMF Special Lease Program					
			CANNOT be combined with any Sale Type L and/or C cash				Can be combined ONLY with Sale Type L Cash					CANNOT be combined with any Sale Type A and/or C cash					
Trim	Model Code	Option Package	SS	Retailer Cash	Customer Cash	ZONE Retailer Cash	TOTAL AVAILABLE CASH	Special Program	Retailer Finance Cash	Customer Finance Cash	ZONE Retailer Cash	TOTAL CASH AVAILABLE WITH LOW RATE	Special Program	Retailer Lease Cash	Customer Lease Cash	TOTAL CASH AVAILABLE WITH LEASE	
BRZ	Premium	JZA	01	N/A	\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	Limited	JZE	01, 02, 50		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	Limited	JZF	01		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	tS	JZS	03		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	SMF PROGRAM - 18MY BRZ								Ended 4/1/2019					Ended 1/31/2019			
CROSSTREK	2.0i 6MT	JRA	01	N/A	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i CVT	JRB	01		\$0	\$0	\$0	\$0	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Premium 6MT	JRC	11		\$0	\$0	\$0	\$0	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Premium CVT	JRD	11, 12, 13, 14		\$0	\$0	\$0	\$0	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Limited	JRE	21, 22, 23, 50		\$0	\$0	\$0	\$0	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
SMF PROGRAM - 18MY CROSSTREK								Ended 4/1/2019					Ended 10/31/2018				
FORESTER	2.5i 6MT	JFA	01	N/A	\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i CVT	JFB	01, 02		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Premium 6MT	JFE	11		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Premium CVT	JFF	12, 13, 14, 15, 16, 17		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Limited CVT	JFI	21, 22, 23		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Touring CVT	JFJ	31, 32, 50		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0XT Premium CVT	JFM	11		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0XT Touring CVT	JFN	31, 32, 51		\$500	\$0	\$0	\$500	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
SMF PROGRAM - 18MY FORESTER								Ended 4/1/2019					Ended 11/30/2018				
IMPREZA	2.0i 5MT	JJA	01	N/A	\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i CVT	JJB	01		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Premium	JJD	11, 12, 13, 15		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Sport 5MT	JJE	21, 22		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Sport CVT	JJF	21, 22, 23		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Limited	JJG	31, 33, 35, 50		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i 5MT	JLA	01		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i CVT	JLB	01		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Premium	JLD	11, 12, 13, 15		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Sport 5MT	JLE	21, 22		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Sport CVT	JLF	21, 22, 23		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.0i Limited	JLG	31, 33, 35, 50		\$1,250	\$0	\$0	\$1,250	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	SMF PROGRAM - 18MY IMPREZA								Ended 4/1/2019					Ended 11/30/2018			
LEGACY	2.5i	JAB	01, 02, 61, 62	N/A	\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Premium	JAD	11, 12, 14, 15, 71, 72, 74, 75		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Sport	JAE	11, 17		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Limited	JAF	21, 24, 50		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	3.6R Limited	JAK	21, 23, 51		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
SMF PROGRAM - 18MY LEGACY								Ended 4/1/2019					Ended 10/31/2018				
OUTBACK	2.5i	JDB	01	Stair Step	\$2,000	\$0	\$0	\$2,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Premium	JDD	11, 12, 14, 15		\$2,000	\$0	\$0	\$2,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Limited	JDF	21, 24, 50		\$2,000	\$0	\$0	\$2,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	2.5i Touring	JDG	31		\$2,000	\$0	\$0	\$2,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	3.6R Limited	JDK	21, 23, 51		\$2,000	\$0	\$0	\$2,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	3.6R Touring	JDL	31		\$2,000	\$0	\$0	\$2,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
SMF PROGRAM - 18MY OUTBACK								Ended 4/1/2019					Ended 10/31/2018				
WRX	WRX 6MT	JUN	01	N/A	\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX Premium 6MT	JUO	11, 12		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX Premium CVT	JUP	11		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX Limited 6MT	JUQ	21, 22, 50		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX Limited CVT	JUR	21, 23		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX STI	JUS	02, 03, 04		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX STI Ltd. - Wing	JUV	21, 51		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
	WRX STI Ltd. - Lip	JUW	21		\$1,000	\$0	\$0	\$1,000	No	\$0	\$0	\$0	\$0	No	\$0	\$0	\$0
SMF PROGRAM - 18MY WRX								Ended 4/1/2019					Ended 11/30/2018				

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