



Mercedes-Benz USA
Mercedes-Benz Financial Services

Sales Program Guide v1.0 | October 2021

MY22 Model Introductions

- MY22 models introduced for most classes: C-Coupe, C-Cabriolet, E-Sedan, E-Coupe, E-Cabriolet, E-Wagon, CLS, S-Sedan, GT 4-Door, GLA, GLB, GLC-SUV, GLC-Coupe, GLE-SUV, GLE-Coupe, and GLS

MBFS

- Introduction of 2.99% APR for select models

Special Money Factors

- T3 - T4 Special Money Factors changed from +0.00030 to +0.00070

MY21 Programs & Offers | October 2021

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Please refer to the 2021 Sales Program Guidelines for detailed program rules.

Class	Model	Money Factor (24-51 m)		Tier I Featured Payment	Tier III Featured Payment	Illinois Balloon (24 - 48 m)		LAP Months*	Incentive Bonus	Lease Bonus Cash	DE1	DE1+	Fleet Incentive (Star Access)	Small Fleet Incentive	CSIP	Support Ends
		Tiers A1 - T2	Tiers T3 - T4			Tiers A1 - T2	Tiers T3 - T4									
Maximum Lease Participation 0.00150 (0.00100 for T4)Max Advance % of MSRP - A1: 130% T1: 120% T2: 115% T3: 100% T4: 90%																
A	A220W	0.00108	0.00178	\$379 / 36 mos.	\$359 / 36 mos.	2.51%	3.23%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,750	\$3,250	TBD
	A220W4	0.00105	0.00175	\$399 / 36 mos.	\$379 / 36 mos.	2.43%	3.15%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,750	\$3,250	TBD
	A35W4	0.00092	0.00162	\$549 / 36 mos.	\$539 / 36 mos.	2.17%	2.89%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,750	\$3,250	TBD
CLA	CLA250C	0.00084	0.00154	\$409 / 36 mos.	\$409 / 36 mos.	1.96%	2.68%	3	N/A	N/A	N/A	\$1,500	\$500	\$3,000	\$3,500	TBD
	CLA250C4	0.00084	0.00154	\$429 / 36 mos.	\$429 / 36 mos.	1.96%	2.68%	3	N/A	N/A	N/A	\$1,500	\$500	\$3,000	\$3,500	TBD
	CLA35C4	0.00097	0.00167	\$559 / 36 mos.	\$549 / 36 mos.	2.28%	3.00%	3	N/A	N/A	N/A	\$1,500	\$500	\$3,000	\$3,500	TBD
	CLA45C4	0.00108	0.00178	\$699 / 36 mos.	\$679 / 36 mos.	2.54%	3.26%	3	N/A	N/A	N/A	\$1,500	\$500	\$3,000	\$3,500	TBD
C	C300W	0.00056	0.00126	\$449 / 36 mos.	\$439 / 36 mos.	1.30%	2.02%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,750	\$5,750	TBD
	C300W4	0.00058	0.00128	\$469 / 36 mos.	\$459 / 36 mos.	1.34%	2.06%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,750	\$5,750	TBD
	C43W4	0.00133	0.00203	\$629 / 36 mos.	\$619 / 36 mos.	3.13%	3.85%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,750	\$5,750	TBD
	C63W	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$4,750	\$5,750	TBD
	C63WS	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$4,750	\$5,750	TBD
	C300C	0.00126	0.00196	\$599 / 36 mos.	\$579 / 36 mos.	2.96%	3.68%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C300C4	0.00117	0.00187	\$619 / 36 mos.	\$599 / 36 mos.	2.76%	3.48%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C43C4	0.00102	0.00172	\$709 / 36 mos.	\$679 / 36 mos.	2.39%	3.11%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C63C	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C63CS	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C300A	0.00079	0.00149	\$669 / 36 mos.	\$649 / 36 mos.	1.86%	2.58%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C300A4	0.00075	0.00145	\$689 / 36 mos.	\$669 / 36 mos.	1.76%	2.48%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C43A4	0.00088	0.00158	\$799 / 36 mos.	\$769 / 36 mos.	2.06%	2.78%	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C63A	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
	C63AS	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$4,500	\$5,500	TBD
E	E350W	0.00097	0.00167	\$599 / 36 mos.	\$589 / 36 mos.	2.29%	3.01%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD
	E350W4	0.00067	0.00137	\$619 / 36 mos.	\$609 / 36 mos.	1.57%	2.29%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD
	E450W4	0.00144	0.00214	\$729 / 36 mos.	\$699 / 36 mos.	3.39%	4.11%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD
	E53W4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD
	E63W4S	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD
	E450C	0.00041	0.00111	\$739 / 36 mos.	\$709 / 36 mos.	0.96%	1.68%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	E450C4	0.00034	0.00104	\$759 / 36 mos.	\$729 / 36 mos.	0.78%	1.50%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	E53C4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	E450A	0.00072	0.00142	\$849 / 36 mos.	\$819 / 36 mos.	1.69%	2.41%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	E450A4	0.00083	0.00153	\$869 / 36 mos.	\$839 / 36 mos.	1.95%	2.67%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	E53A4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
E450S4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD	
E63S4S	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$5,250	\$6,500	TBD	
CLS	CLS450C	0.00072	0.00142	\$889 / 36 mos.	\$859 / 36 mos.	1.68%	2.40%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	CLS450C4	0.00069	0.00139	\$919 / 36 mos.	\$889 / 36 mos.	1.62%	2.34%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	CLS53C4	0.00086	0.00156	\$1,039 / 36 mos.	\$1,009 / 36 mos.	2.02%	2.74%	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
S	S500V4	0.00139	0.00209	\$1,449 / 36 mos.	\$1,369 / 36 mos.	3.28%	4.00%	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD
	S580V4	0.00139	0.00209	\$1,599 / 36 mos.	\$1,509 / 36 mos.	3.28%	4.00%	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD
	S580Z4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	S560C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD
	S63C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD
	S560A	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD
	S63A4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD

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Class	Model	Money Factor (24-51 m)		Tier I Featured Payment	Tier III Featured Payment	Illinois Balloon (24 - 48 m)		LAP Months*	Incentive Bonus	Lease Bonus Cash	DE1	DE1+	Fleet Incentive (Star Access)	Small Fleet Incentive	CSIP	Support Ends
		Tiers A1 - T2	Tiers T3 - T4			Tiers A1 - T2	Tiers T3 - T4									
Maximum Lease Participation 0.00150 (0.00100 for T4)																
Max Advance % of MSRP - A1: 130% T1: 120% T2: 115% T3: 100% T4: 90%																
GT	GT	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GTC	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GTR	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GTBS	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GTA	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GTCA	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GT43C4	0.00142	0.00212	\$999 / 36 mos.	\$989 / 36 mos.	3.35%	4.07%	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GT53C4	0.00142	0.00212	\$1,199 / 36 mos.	\$1,159 / 36 mos.	3.35%	4.07%	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GT63C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
GT63C4S	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD	
GLA	GLA250W	0.00094	0.00164	\$399 / 36 mos.	\$379 / 36 mos.	2.19%	2.91%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,250	\$2,750	TBD
	GLA250W4	0.00086	0.00156	\$419 / 36 mos.	\$399 / 36 mos.	2.01%	2.73%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,250	\$2,750	TBD
	GLA35W4	0.00143	0.00213	\$549 / 36 mos.	\$529 / 36 mos.	3.35%	4.07%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,250	\$2,750	TBD
	GLA45W4	0.00143	0.00213	\$659 / 36 mos.	\$639 / 36 mos.	3.36%	4.08%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,250	\$2,750	TBD
GLB	GLB250W	0.00105	0.00175	\$439 / 36 mos.	\$429 / 36 mos.	2.47%	3.19%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,500	\$3,000	TBD
	GLB250W4	0.00106	0.00176	\$459 / 36 mos.	\$449 / 36 mos.	2.50%	3.22%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,500	\$3,000	TBD
	GLB35W4	0.00107	0.00177	\$559 / 36 mos.	\$539 / 36 mos.	2.51%	3.23%	3	N/A	N/A	N/A	\$1,500	\$500	\$2,500	\$3,000	TBD
GLC	GLC300W	0.00099	0.00169	\$499 / 36 mos.	\$479 / 36 mos.	2.30%	3.02%	3	N/A	N/A	N/A	\$1,500	\$750	\$3,750	\$4,750	TBD
	GLC300W4	0.00058	0.00128	\$519 / 36 mos.	\$499 / 36 mos.	1.34%	2.06%	3	N/A	N/A	N/A	\$1,500	\$750	\$3,750	\$4,750	TBD
	GLC43W4	0.00124	0.00194	\$729 / 36 mos.	\$709 / 36 mos.	2.91%	3.63%	3	N/A	N/A	N/A	\$1,500	\$750	\$3,750	\$4,750	TBD
	GLC63W4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$3,750	\$4,750	TBD
	GLC300C4	std.	std.	\$659 / 36 mos.	\$639 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$1,000	\$1,250	TBD
	GLC43C4	std.	std.	\$839 / 36 mos.	\$809 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$1,000	\$1,250	TBD
	GLC63C4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$1,000	\$1,250	TBD
	GLC63C4S	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$750	\$1,000	\$1,250	TBD
GLE	GLE350W	std.	std.	\$729 / 36 mos.	\$699 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	GLE350W4	std.	std.	\$749 / 36 mos.	\$719 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	GLE450W4	std.	std.	\$819 / 36 mos.	\$779 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	GLE580W4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	GLE53W4	std.	std.	\$899 / 36 mos.	\$859 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	GLE63W4S	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,250	TBD
	GLE53C4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$1,500	\$2,000	TBD
	GLE63C4S	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$1,500	\$2,000	TBD
GLS	GLS450W4	std.	std.	\$999 / 36 mos.	\$949 / 36 mos.	std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	GLS580W4	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	GLS63W4S	std.	std.			std.	std.	3	N/A	N/A	N/A	\$1,500	\$1,000	\$3,250	\$4,000	TBD
	GLS600Z4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
G	G550W4	std.	std.			std.	std.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$1,000	TBD
	G63W4	std.	std.			std.	std.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$1,000	TBD

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		Tiers A1 - T2	Tiers T3 - T4			Tiers A1 - T2	Tiers T3 - T4									
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Max Advance % of MSRP - A1: 130% T1: 120% T2: 115% T3: 100% T4: 90%																
A	A220W	0.00145	0.00215	\$399 / 36 mos.	\$379 / 36 mos.	3.41%	4.13%	3	N/A	N/A	N/A	N/A	\$500	\$2,250	\$2,750	TBD
	A220W4	0.00140	0.00210	\$419 / 36 mos.	\$399 / 36 mos.	3.27%	3.99%	3	N/A	N/A	N/A	N/A	\$500	\$2,500	\$3,000	TBD
CLA	CLA250C	0.00116	0.00186	\$429 / 36 mos.	\$429 / 36 mos.	2.72%	3.44%	3	N/A	N/A	N/A	N/A	\$500	\$2,500	\$3,000	TBD
	CLA250C4	0.00115	0.00185	\$449 / 36 mos.	\$449 / 36 mos.	2.70%	3.42%	3	N/A	N/A	N/A	N/A	\$500	\$2,500	\$3,250	TBD
	CLA35C4	std.	std.	\$579 / 36 mos.	\$569 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$500	\$1,250	\$1,500	TBD
C	C300C	0.00145	0.00215	\$619 / 36 mos.	\$599 / 36 mos.	3.41%	4.13%	3	N/A	N/A	N/A	N/A	\$750	\$2,500	\$3,000	TBD
	C300C4	0.00145	0.00215	\$639 / 36 mos.	\$619 / 36 mos.	3.41%	4.13%	3	N/A	N/A	N/A	N/A	\$750	\$2,500	\$3,250	TBD
	C43C4	0.00119	0.00189	\$729 / 36 mos.	\$699 / 36 mos.	2.79%	3.51%	3	N/A	N/A	N/A	N/A	\$750	\$1,500	\$2,000	TBD
	C300A	0.00110	0.00180	\$689 / 36 mos.	\$659 / 36 mos.	2.59%	3.31%	3	N/A	N/A	N/A	N/A	\$750	\$2,500	\$3,250	TBD
	C300A4	0.00106	0.00176	\$709 / 36 mos.	\$679 / 36 mos.	2.48%	3.20%	3	N/A	N/A	N/A	N/A	\$750	\$2,750	\$3,500	TBD
	C43A4	0.00104	0.00174	\$819 / 36 mos.	\$789 / 36 mos.	2.45%	3.17%	3	N/A	N/A	N/A	N/A	\$750	\$1,500	\$2,000	TBD
E	E350W	0.00128	0.00198	\$619 / 36 mos.	\$609 / 36 mos.	3.02%	3.74%	3	N/A	N/A	N/A	N/A	\$1,000	\$4,500	\$5,750	TBD
	E350W4	0.00098	0.00168	\$639 / 36 mos.	\$629 / 36 mos.	2.31%	3.03%	3	N/A	N/A	N/A	N/A	\$1,000	\$4,750	\$6,000	TBD
	E450W4	std.	std.	\$749 / 36 mos.	\$709 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$2,750	\$3,500	TBD
	E53W4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$2,000	\$2,500	TBD
	E450C	0.00064	0.00134	\$759 / 36 mos.	\$729 / 36 mos.	1.51%	2.23%	3	N/A	N/A	N/A	N/A	\$1,000	\$3,250	\$4,000	TBD
	E450C4	0.00057	0.00127	\$779 / 36 mos.	\$749 / 36 mos.	1.33%	2.05%	3	N/A	N/A	N/A	N/A	\$1,000	\$3,500	\$4,250	TBD
	E53C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$2,000	\$2,500	TBD
	E450A	0.00092	0.00162	\$869 / 36 mos.	\$839 / 36 mos.	2.16%	2.88%	3	N/A	N/A	N/A	N/A	\$1,000	\$3,500	\$4,250	TBD
	E450A4	0.00103	0.00173	\$889 / 36 mos.	\$859 / 36 mos.	2.42%	3.14%	3	N/A	N/A	N/A	N/A	\$1,000	\$3,500	\$4,500	TBD
	E53A4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$2,000	\$2,500	TBD
E450S4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$750	\$1,000	TBD	
CLS	CLS450C4	0.00104	0.00174	\$939 / 36 mos.	\$909 / 36 mos.	2.45%	3.17%	3	N/A	N/A	N/A	N/A	\$1,000	\$3,250	\$4,000	TBD
S	S500V4	0.00139	0.00209	\$1,469 / 36 mos.	\$1,359 / 36 mos.	3.28%	4.00%	3	N/A	N/A	N/A	N/A	N/A	\$750	\$1,000	TBD
GT	GT43C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
	GT53C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	TBD
GLA	GLA250W	0.00139	0.00209	\$419 / 36 mos.	\$399 / 36 mos.	3.27%	3.99%	3	N/A	N/A	N/A	N/A	\$500	\$2,250	\$2,750	TBD
	GLA250W4	0.00130	0.00200	\$439 / 36 mos.	\$419 / 36 mos.	3.07%	3.79%	3	N/A	N/A	N/A	N/A	\$500	\$2,500	\$3,000	TBD
	GLA35W4	std.	std.	\$569 / 36 mos.	\$539 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$500	\$1,250	\$1,500	TBD
GLB	GLB250W	0.00144	0.00214	\$459 / 36 mos.	\$449 / 36 mos.	3.37%	4.09%	3	N/A	N/A	N/A	N/A	\$500	\$2,500	\$3,000	TBD
	GLB250W4	0.00143	0.00213	\$479 / 36 mos.	\$469 / 36 mos.	3.38%	4.10%	3	N/A	N/A	N/A	N/A	\$500	\$2,500	\$3,250	TBD
	GLB35W4	0.00141	0.00211	\$579 / 36 mos.	\$559 / 36 mos.	3.33%	4.05%	3	N/A	N/A	N/A	N/A	\$500	\$750	\$1,000	TBD
GLC	GLC300W	0.00133	0.00203	\$519 / 36 mos.	\$499 / 36 mos.	3.13%	3.85%	3	N/A	N/A	N/A	N/A	\$750	\$2,750	\$3,500	TBD
	GLC300W4	0.00093	0.00163	\$539 / 36 mos.	\$519 / 36 mos.	2.17%	2.89%	3	N/A	N/A	N/A	N/A	\$750	\$3,000	\$3,750	TBD
	GLC300C4	std.	std.	\$679 / 36 mos.	\$649 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$750	\$750	\$1,000	TBD
GLE	GLE350W	std.	std.	\$749 / 36 mos.	\$719 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$3,000	\$3,750	TBD
	GLE350W4	std.	std.	\$769 / 36 mos.	\$729 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$3,250	\$4,000	TBD
	GLE450W4	std.	std.	\$839 / 36 mos.	\$799 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$2,250	\$2,750	TBD
	GLE53W4	std.	std.	\$919 / 36 mos.	\$869 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$1,500	\$2,000	TBD
	GLE53C4	std.	std.			std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$750	\$1,000	TBD
GLS	GLS450W4	std.	std.	\$1,019 / 36 mos.	\$969 / 36 mos.	std.	std.	3	N/A	N/A	N/A	N/A	\$1,000	\$3,000	\$3,750	TBD

New Vehicle Residual Values | October 2021

Privileged & Confidential Information for Authorized MB Dealers Only. Do Not Forward.
Please refer to the 2021 Sales Program Guidelines for detailed program rules.

Model Year	Class	Model	24	30	36	42	48	54	60	MRM
21	A	A220W	58%	56%	55%	50%	45%	40%	36%	\$43,800
		A220W4	57%	56%	55%	49%	43%	39%	35%	\$46,000
		A35W4	54%	52%	51%	46%	41%	36%	32%	-
	C	C300W	58%	55%	53%	47%	42%	37%	32%	\$52,000
		C300W4	61%	57%	53%	47%	42%	37%	33%	\$54,100
		C43W4	60%	57%	55%	53%	51%	47%	43%	-
		C63W	54%	52%	50%	48%	46%	43%	41%	-
		C63WS	51%	49%	47%	45%	43%	41%	39%	-
		C300C	55%	52%	50%	45%	41%	37%	34%	-
		C300C4	55%	52%	50%	45%	41%	37%	34%	-
		C43C4	56%	54%	52%	50%	48%	45%	42%	-
		C63C	53%	50%	48%	46%	45%	42%	40%	-
		C63CS	50%	48%	46%	44%	43%	41%	39%	-
		C300A	54%	51%	49%	45%	41%	37%	34%	-
		C300A4	54%	51%	49%	45%	42%	38%	35%	-
		C43A4	53%	51%	49%	47%	45%	42%	40%	-
		C63A	50%	48%	46%	44%	43%	41%	39%	-
		C63AS	49%	47%	45%	43%	42%	40%	39%	-
	CLA	CLA250C	57%	55%	54%	48%	42%	40%	38%	\$48,900
		CLA250C4	57%	55%	54%	48%	42%	40%	38%	\$51,100
		CLA35C4	55%	53%	52%	46%	41%	38%	36%	-
		CLA45C4	58%	53%	49%	46%	43%	39%	35%	-
	E	E350W	60%	56%	53%	48%	44%	39%	34%	\$67,500
		E350W4	58%	55%	52%	47%	43%	38%	34%	\$70,500
		E450W4	61%	57%	54%	50%	46%	44%	42%	\$77,600
		E53W4	58%	55%	53%	50%	48%	45%	42%	-
		E63W4S	54%	51%	48%	44%	41%	39%	37%	-
		E450C	52%	51%	50%	44%	38%	34%	31%	-
		E450C4	52%	51%	50%	43%	37%	33%	30%	-
		E53C4	59%	56%	53%	50%	48%	45%	42%	-
		E450A	54%	52%	50%	46%	43%	39%	36%	-
		E450A4	54%	52%	51%	47%	43%	40%	37%	-
		E53A4	59%	56%	54%	51%	49%	46%	44%	-
		E450S4	57%	54%	51%	45%	40%	37%	34%	-
		E63S4S	54%	51%	49%	47%	46%	44%	42%	-
	CLS	CLS450C	56%	52%	48%	43%	39%	35%	31%	-
		CLS450C4	57%	52%	48%	43%	39%	35%	31%	-
		CLS53C4	57%	52%	47%	43%	40%	35%	31%	-
	S	S500V4	58%	53%	49%	44%	40%	36%	32%	-
		S580V4	56%	51%	47%	43%	40%	36%	33%	-
		S580Z4 *	48%	44%	41%	38%	36%	34%	32%	-
		S560C4	52%	45%	39%	36%	33%	29%	26%	-
		S63C4	51%	45%	39%	35%	32%	29%	26%	-
		S560A	52%	48%	44%	40%	37%	33%	29%	-
		S63A4	50%	44%	39%	36%	34%	30%	27%	-

New Vehicle Residual Value Adjustments

Residuals based on annual mileage allowance of 15,000[†]

7,500 miles/year: add 4% (24-60 months)

10,000 miles/year: add 3% (all terms)

12,000 miles/year: add 2% (all terms)

20,000[†] miles/year: subtract 5% (24-48 months)

MSRP ≥ MRM: subtract 3% (all terms)

See MRM program announcement for full details.

[†] Additional mileage may be purchased at \$0.20 per mile
Excess mileage will be billed at a rate of \$0.25 per mile

* For "Exclusive" vehicles:

Additional mileage may be purchased at \$1 per mile

Excess mileage will be billed at a rate of \$1 per mile

ex-CVP/Brass Hat/Demo (<2,000 miles)

→ New Residuals

ex-CVP/Brass Hat/Demo (2,000 - 12,500 miles)

→ New Residuals w/ Mileage Adj.

ex-CVP (>12,500 miles)

→ Not eligible for leasing

Gas Guzzler tax may apply to specific models. Please refer to the vehicle invoice in NetStar for pricing.

In Nevada, previously titled or registered ex-CVP vehicles not eligible for leasing.

New Vehicle Residual Values | October 2021

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Please refer to the 2021 Sales Program Guidelines for detailed program rules.

Model Year	Class	Model	24	30	36	42	48	54	60	MRM
21	GT	GT *	55%	52%	50%	45%	41%	38%	36%	-
		GTC *	52%	49%	46%	42%	39%	37%	36%	-
		GTBS *	45%	44%	43%	42%	41%	40%	39%	-
		GTA *	54%	51%	48%	44%	40%	37%	34%	-
		GTCA *	51%	49%	47%	43%	40%	37%	34%	-
		GT43C4 *	58%	55%	53%	48%	44%	41%	39%	-
		GT53C4 *	57%	54%	52%	47%	43%	40%	38%	-
		GT63C4 *	54%	51%	48%	44%	40%	37%	35%	-
		GT63C4S *	52%	49%	46%	42%	38%	35%	33%	-
	GLA	GLA250W	62%	59%	56%	51%	47%	42%	37%	\$47,000
		GLA250W4	62%	59%	56%	51%	47%	42%	37%	\$49,200
		GLA35W4	58%	57%	56%	52%	48%	42%	37%	-
		GLA45W4	58%	55%	53%	50%	47%	45%	43%	-
	GLB	GLB250W	60%	57%	54%	49%	45%	40%	35%	\$50,700
		GLB250W4	60%	57%	54%	49%	45%	40%	35%	\$52,700
		GLB35W4	61%	58%	55%	52%	49%	45%	42%	-
	GLC	GLC300W	61%	57%	53%	47%	42%	39%	37%	\$53,400
		GLC300W4	58%	54%	51%	46%	42%	38%	35%	\$56,900
		GLC43W4	58%	54%	51%	49%	47%	44%	42%	-
		GLC63W4	54%	51%	48%	46%	44%	42%	40%	-
		GLC300C4	60%	55%	51%	49%	48%	45%	42%	-
		GLC43C4	57%	53%	50%	47%	45%	43%	42%	-
		GLC63C4	54%	51%	49%	47%	45%	43%	41%	-
		GLC63C4S	53%	50%	47%	45%	44%	42%	40%	-
	GLE	GLE350W	60%	56%	53%	48%	43%	39%	36%	-
		GLE350W4	60%	56%	53%	48%	43%	39%	36%	-
		GLE450W4	60%	56%	53%	49%	46%	42%	38%	-
		GLE580W4	53%	50%	47%	44%	42%	39%	36%	-
		GLE53W4	58%	55%	53%	48%	43%	40%	37%	-
		GLE63W4S	50%	48%	46%	44%	42%	39%	37%	-
		GLE53C4	57%	54%	51%	48%	45%	42%	39%	-
		GLE63C4S	53%	51%	50%	47%	45%	43%	41%	-
	GLS	GLS450W4	59%	55%	52%	47%	43%	38%	34%	-
		GLS580W4	54%	51%	48%	44%	41%	37%	34%	-
		GLS63W4	50%	47%	45%	42%	40%	37%	34%	-
		GLS600Z4 *	46%	43%	41%	39%	37%	35%	33%	-
	G	G550W4 *	58%	54%	51%	47%	43%	39%	36%	-
		G63W4 *	63%	59%	55%	51%	48%	43%	38%	-

New Vehicle Residual Value Adjustments

Residuals based on annual mileage allowance of 15,000[†]

7,500 miles/year: add 4% (24-60 months)

10,000 miles/year: add 3% (all terms)

12,000 miles/year: add 2% (all terms)

20,000[†] miles/year: subtract 5% (24-48 months)

MSRP ≥ MRM: subtract 3% (all terms)

See MRM program announcement for full details.

[†] Additional mileage may be purchased at \$0.20 per mile
Excess mileage will be billed at a rate of \$0.25 per mile

* For "Exclusive" vehicles:

Additional mileage may be purchased at \$1 per mile
Excess mileage will be billed at a rate of \$1 per mile

ex-CVP/Brass Hat/Demo (<2,000 miles)

→ New Residuals

ex-CVP/Brass Hat/Demo (2,000 - 12,500 miles)

→ New Residuals w/ Mileage Adj.

ex-CVP (>12,500 miles)

→ Not eligible for leasing

Gas Guzzler tax may apply to specific models. Please refer to the vehicle invoice in NetStar for pricing.

In Nevada, previously titled or registered ex-CVP vehicles not eligible for leasing.

New Vehicle Residual Values | October 2021

Privileged & Confidential Information for Authorized MB Dealers Only. Do Not Forward.
Please refer to the 2021 Sales Program Guidelines for detailed program rules.

Model Year	Class	Model	24	30	36	42	48	54	60	MRM
22	A	A220W	59%	57%	56%	51%	46%	41%	37%	\$44,100
		A220W4	58%	57%	56%	50%	44%	40%	36%	\$46,300
	CLA	CLA250C	58%	56%	55%	49%	43%	41%	39%	\$49,250
		CLA250C4	58%	56%	55%	49%	43%	41%	39%	\$51,450
		CLA35C4	56%	54%	53%	47%	42%	39%	37%	-
	C	C300C	56%	53%	51%	46%	42%	38%	35%	-
		C300C4	56%	53%	51%	46%	42%	38%	35%	-
		C43C4	57%	55%	53%	51%	49%	46%	43%	-
		C300A	55%	52%	50%	46%	42%	38%	35%	-
		C300A4	55%	52%	50%	46%	43%	39%	36%	-
		C43A4	54%	52%	50%	48%	46%	43%	41%	-
		C43A4	54%	52%	50%	48%	46%	43%	41%	-
	E	E350W	61%	57%	54%	49%	45%	40%	35%	\$68,200
		E350W4	59%	56%	53%	48%	44%	39%	35%	\$71,200
		E450W4	62%	58%	55%	51%	47%	45%	43%	\$78,350
		E53W4	59%	56%	54%	51%	49%	46%	43%	-
		E450C	53%	52%	51%	45%	39%	35%	32%	-
		E450C4	53%	52%	51%	44%	38%	34%	31%	-
		E53C4	60%	57%	54%	51%	49%	46%	43%	-
		E450A	55%	53%	51%	47%	44%	40%	37%	-
		E450A4	55%	53%	52%	48%	44%	41%	38%	-
		E53A4	60%	57%	55%	52%	50%	47%	45%	-
		E450S4	58%	55%	52%	46%	41%	38%	35%	-
	CLS	CLS450C4	58%	53%	49%	44%	40%	36%	32%	-
	S	S500V4	59%	54%	50%	45%	41%	37%	33%	-
	GT	GT43C4 *	59%	56%	54%	49%	45%	42%	40%	-
		GT53C4 *	58%	55%	53%	48%	44%	41%	39%	-
	GLA	GLA250W	63%	60%	57%	52%	48%	43%	38%	\$47,170
		GLA250W4	63%	60%	57%	52%	48%	43%	38%	\$49,370
		GLA35W4	59%	58%	57%	53%	49%	43%	38%	-
	GLB	GLB250W	61%	58%	55%	50%	46%	42%	38%	\$51,250
		GLB250W4	61%	58%	55%	51%	47%	42%	38%	\$53,250
		GLB35W4	62%	59%	56%	53%	51%	47%	44%	-
	GLC	GLC300W	62%	58%	54%	48%	43%	40%	38%	\$54,050
		GLC300W4	59%	55%	52%	47%	43%	39%	36%	\$57,550
		GLC300C4	61%	56%	52%	50%	49%	46%	43%	-
	GLE	GLE350W	61%	57%	54%	49%	44%	40%	37%	-
		GLE350W4	61%	57%	54%	49%	44%	40%	37%	-
		GLE450W4	61%	57%	54%	50%	47%	43%	39%	-
		GLE53W4	59%	56%	54%	49%	44%	41%	38%	-
		GLE53C4	58%	55%	52%	49%	46%	43%	40%	-
	GLS	GLS450W4	60%	56%	53%	48%	44%	39%	35%	-

New Vehicle Residual Value Adjustments

Residuals based on annual mileage allowance of 15,000[†]

7,500 miles/year: add 4% (24-60 months)

10,000 miles/year: add 3% (all terms)

12,000 miles/year: add 2% (all terms)

20,000[†] miles/year: subtract 5% (24-48 months)

MSRP ≥ MRM: subtract 3% (all terms)

See MRM program announcement for full details.

[†] Additional mileage may be purchased at \$0.20 per mile
Excess mileage will be billed at a rate of \$0.25 per mile

* For "Exclusive" vehicles:

Additional mileage may be purchased at \$1 per mile

Excess mileage will be billed at a rate of \$1 per mile

ex-CVP/Brass Hat/Demo (<2,000 miles)

→ New Residuals

ex-CVP/Brass Hat/Demo (2,000 - 12,500 miles)

→ New Residuals w/ Mileage Adj.

ex-CVP (>12,500 miles)

→ Not eligible for leasing

Gas Guzzler tax may apply to specific models. Please refer to the vehicle invoice in NetStar for pricing.

In Nevada, previously titled or registered ex-CVP vehicles not eligible for leasing.

United Mileage Plus® Star Access Program (CAN 020662)

Eligible United MileagePlus® members not only qualify for the "Fleet Incentive" listed on the Programs & Offers page(s) in this guide, but also earn bonus miles on the purchase or lease of the select Mercedes-Benz model(s) listed below.

Model	Bonus Miles
MY21 GLE-SUV (excl. Coupe)	25,000

Program Notes:

Mileage bonuses will be applied to eligible new and unregistered vehicles that are sold or leased through the United Airlines Premier Access Program.

If a customer’s program form is not from the current month, the updated incentive must be written in by the selling dealer. MSS will reimburse your dealership the fleet incentive for the current month after the DDR is submitted. These incentives may not be applied retroactively to cars already DDR’d. All sales must be DDR’d by the last day of the sales program month.

Prior to finalizing the transaction, please verify program compatibility by referencing the monthly Compatibility Matrix and check the validity of the Control Number in NetStar using the ‘Control Number Inquiry Screen’.

For additional program details or inquiries regarding obtaining control numbers for United Mileage Plus members, please contact 1-855-313-9226 or visit www.united.com/mercedes.

The Fleet Operations Team would like to remind you of the unique relationships and offerings Mercedes-Benz USA has with the partners listed below:

JPMORGAN CHASE & CO.

JPMorgan Chase employees are eligible for the following programs:

Preferred Employer Program

- Can be leased or financed through MBFS
- Eligible for Fleet Intensive/Star Access Incentive
- Reported in NetStar under Preferred Employer Program
- CAN 006122
- JPMorgan Chase employees must present their paystub or employment verification letter
- Dealer generates control number and completes the Preferred Employer Program (PEP) Participation Form on Fleet Information site

JPMorgan Chase Employee Program *(New)*

- Must be financed through Chase Bank
- Eligible for Corporate Sales Incentive/CSIP
- Reported in Netstar under Corporate Sale Program
- CAN 006122
- JPMorgan Chase employees must present their paystub or employment verification letter
- Dealers must print the JPMorgan Chase Incentive Form from the Fleet Information Site (no control number)



Bank of America and Merrill Lynch employees are eligible for the first two programs listed below and Bank of America Small Business Clients are eligible for the third:

Preferred Employer Program

- Can be leased or financed through MBFS
- Eligible for Fleet Intensive/Star Access Incentive
- Reported in NetStar under Preferred Employer Program
- CAN 005253
- BofA employees must present either Bank of America/Merrill Lynch ID or paystub or email sent from Bank of America/Merrill Lynch email address.
- Dealer generates control number and completes the Preferred Employer Program (PEP) Participation Form on Fleet Information site

Bank of America (BofA) Employee Program

- Must be financed through BofA
- Eligible for Corporate Sales Incentive/CSIP
- Reported in Netstar under Corporate Sale Program
- CAN 026162
- BofA employees must present the fleet incentive form (from internal BoA employee portal) and either Bank of America/Merrill Lynch ID or paystub or email sent from Bank of America/Merrill Lynch email address

Bank of America (BofA) Small Business Program

- Must be financed through BofA
- Eligible for Corporate Sales Incentive/CSIP
- Reported in NetStar under Corporate Sale Program
- CAN 026163
- Must present the fleet incentive form (from BoA site) and

Note: There are restrictions to each of the programs listed above. Please refer to the Fleet Information site for complete details.

Retail Rates & Standard Money Factors | October 2021

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Please refer to the 2021 Sales Program Guidelines for detailed program rules.

Dealers wishing to utilize October rates and programs must have applications submitted by November 1, 2021. Contracts must be dated on or before November 1, 2021 and received by Mercedes-Benz Financial Services for booking no later than November 8, 2021.

New Standard Lease Money Factors						
Maximum Participation 0.00150 (0.00100 for T4)						
Standard New Lease Program Code: M41						
Model Years	Terms	Tiers				
		A1	T1	T2	T3	T4
MY21 - 22	24 - 60	0.00150	0.00180	0.00210	0.00275	0.00300
Single Pay Lease - Rate Reduction:			0.00080			
Minimum Net Rate:			0.00001			
Eligible Vehicles:			New MY21 - MY22			
Terms:			24 - 60 Months			
Program Codes:			Standard New Single Pay: M42			
Single Pay discounts are not available for terms less than 24 months & may not be combined with the Capitalized Cost Reductions or the Multiple Security Deposit Program						

Standard New and Pre-Owned Retail Rates							
Standard New/PO/CPO Retail: M84							
Model Years	Terms	Max Reserve	Tiers				
			A1	T1	T2	T3	T4
MY19 - 22	12 - 36	2.5% (2.0% for Tier 4)	2.39%	3.09%	4.55%	7.04%	10.04%
	37 - 60	2.5% (2.0% for Tier 4)	2.49%	3.39%	4.75%	7.04%	10.04%
	61 - 66	2.00%	2.49%	3.39%	4.75%	7.04%	10.04%
	67 - 72	2.00%	2.79%	4.19%	5.29%	7.79%	10.79%
MY16 - 18	12 - 36	2.5% (2.0% for Tier 4)	2.39%	3.09%	4.55%	7.04%	10.04%
	37 - 60	2.5% (2.0% for Tier 4)	2.49%	3.39%	4.75%	7.04%	10.04%
	61 - 66	2.00%	2.49%	3.39%	4.75%	7.04%	10.04%
	67 - 72	2.00%	2.79%	4.19%	5.29%	7.79%	10.79%
MY15 and Older	12 - 36	2.5% (2.0% for Tier 4)	2.39%	3.09%	4.55%	7.04%	10.04%
	37 - 48	2.5% (2.0% for Tier 4)	2.49%	3.39%	4.75%	7.04%	10.04%

New Standard Non-Walkaway Balloon					
Not available in CO, IL, MD, ME, NV, NH, NC, or PA					
Standard New Non-Walkaway Program Code: M50					
Model Years	Terms	Max Reserve	Tiers		
			A1	T1	T2
MY21 - 22	13 - 36	2.5%	3.39%	4.09%	5.55%
	37 - 60	2.5%	3.49%	4.39%	5.75%

New Standard Walkaway Balloon						
Illinois Only						
Standard New Walkaway Program Code: M51						
Model Years	Max Reserve	24 - 60 Months				
		A1	T1	T2	T3	T4
MY21 - 22	2.5% (2.0% for Tier 4)	3.60%	4.30%	5.00%	6.60%	7.20%

New Special Retail Rates										
Dealer Reserve limited to 1.0% on Special Retail Rates.										
Special Retail Program Code: M49										
Model Year	Model	12 - 36 Months		37-72 Months		Model	12 - 36 Months		37-72 Months	
		A1 - T2	T3 - T4	A1 - T2	T3 - T4		A1 - T2	T3 - T4	A1 - T2	T3 - T4
MY21	A220W	2.99%	std.	2.99%	std.	GLA250W	1.99%	3.99%	1.99%	3.99%
	A220W4	2.99%	std.	2.99%	std.	GLA250W4	1.99%	3.99%	1.99%	3.99%
	A35W4	2.99%	std.	2.99%	std.	GLA35W4	1.99%	3.99%	1.99%	3.99%
	CLA250C	2.99%	std.	2.99%	std.	GLB250W	1.99%	3.99%	1.99%	3.99%
	CLA250C4	2.99%	std.	2.99%	std.	GLB250W4	1.99%	3.99%	1.99%	3.99%
	CLA35C4	2.99%	std.	2.99%	std.	GLB35W4	1.99%	3.99%	1.99%	3.99%
	C300W	1.99%	3.99%	1.99%	3.99%	GLC300W	1.99%	3.99%	1.99%	3.99%
	C300W4	1.99%	3.99%	1.99%	3.99%	GLC300W4	1.99%	3.99%	1.99%	3.99%
	C43W4	1.99%	3.99%	1.99%	3.99%	GLC43W4	1.99%	3.99%	1.99%	3.99%
	E350W	1.99%	3.99%	1.99%	3.99%	GLE350W	2.99%	std.	2.99%	std.
	E350W4	1.99%	3.99%	1.99%	3.99%	GLE350W4	2.99%	std.	2.99%	std.
	E450W4	1.99%	3.99%	1.99%	3.99%	GLE450W4	2.99%	std.	2.99%	std.
	E53W4	1.99%	3.99%	1.99%	3.99%	GLE580W4	2.99%	std.	2.99%	std.
	S500V4	2.99%	std.	2.99%	std.	GLE53W4	2.99%	std.	2.99%	std.
	S580V4	2.99%	std.	2.99%	std.	GLS450W4	2.99%	std.	2.99%	std.
						GLS580W4	2.99%	std.	2.99%	std.

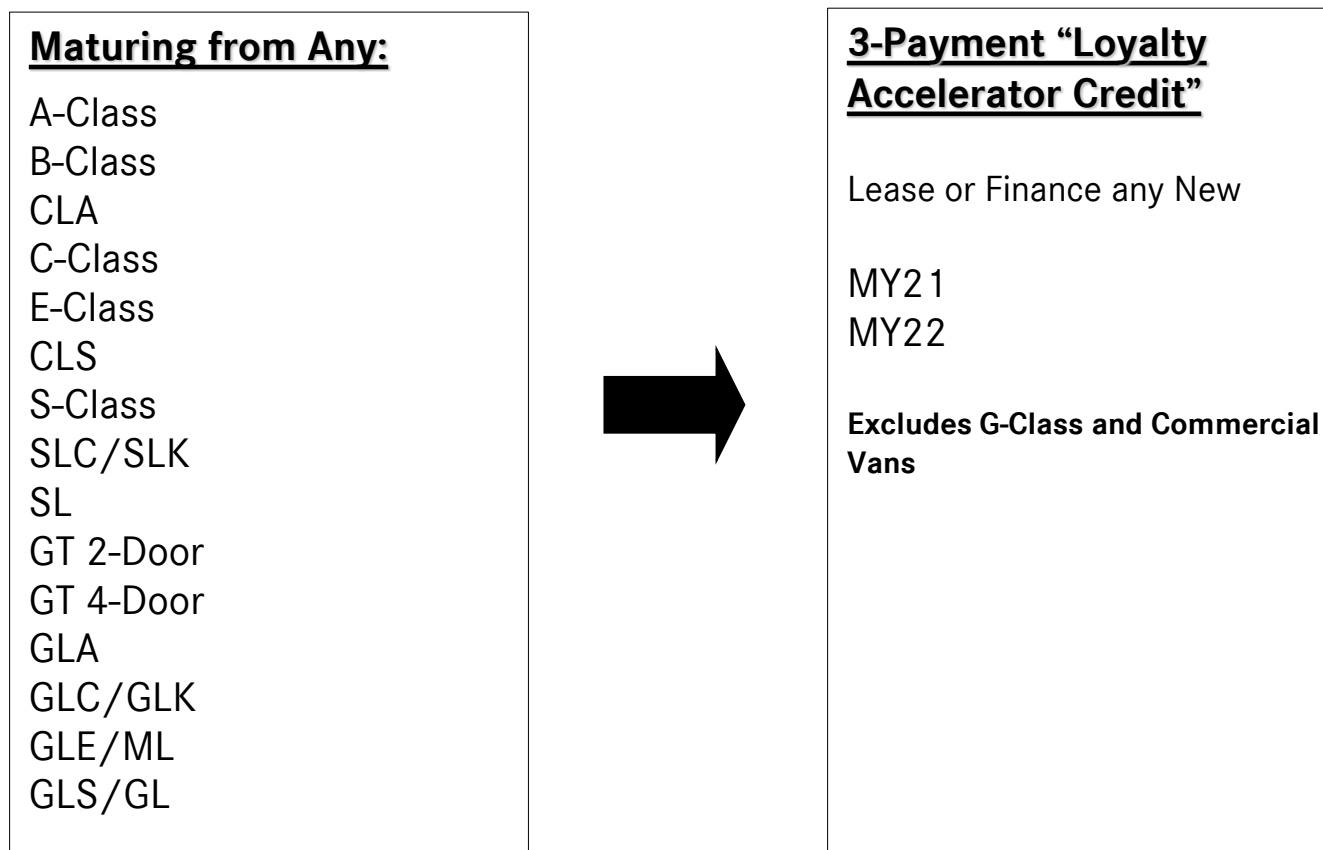
Program Notes:

- Refer to the Policies & Guidelines for maximum advance guidelines
- Minimum amount financed is now \$5,000 at current published rates
- A 17% contract rate requires 30 days to first payment
- Maximum contract rate is buy rate + maximum reserve mark-up or applicable state Usury, whichever is less
- NJ maximum finance term is 48 months if financing \$10,000 or less
- Lease programs do not apply to Puerto Rico
- For financing on all non-MB vehicles, please contact the MBFS Retail Credit Department
- Max term on MY 2015 and older is 48 months
- smart pre-owned now included in standard pre-owned rates
- Use the correct program codes for Ex-CVP vs CPO vehicles to prevent chargebacks

Max Advance % of MSRP: A1 - 130% T1 - 120% T2 - 115% T3 - 100% T4 - 90%

3-Payment Loyalty Accelerator Program (LAP):

Eligible Mercedes-Benz (excluding Commercial Vans and smart) customers with a First Class Lease or Walkaway Balloon contract are eligible for Loyalty Accelerator benefits in conjunction with the lease or finance of any new MY21 or MY22 vehicle (excl. G-Class and Commercial Vans) through Mercedes-Benz Financial Services. See 'Lease and Finance Offers' pages for model-level eligibility.



Loyalty Accelerator Program Details:

- First Class Lease or First Class Financing agreements must be dated and credit applications must be submitted within the program period.
- Participation in the Loyalty Accelerator Program requires that the LAP Certificate date and the contract date match; payments will not be waived if this condition is not met.
- Grounded vehicles without an accurate LAP Certificate will be ineligible for LAP waivers.
- New contract VIN must match the VIN on the LAP Certificate to qualify for payment waivers.
- Contracts and Certificates must be sent to the MBFS Business Center for booking within eight days of the last day of the sales program month.
- LAP not applicable in Puerto Rico.

CPO Special Financing Rates									
Dealer Reserve limited to 1.0% on Special Retail Rates									
CPO Special Retail Program Code: M47									
Model Years	Class	24 -36 Months		37 - 48 Months		49 - 66 Months		67 -72 Months	
		A1 - T2	T3 - T4	A1 - T2	T3 - T4	A1 - T2	T3 - T4	A1 - T2	T3 - T4
19/20	A-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	C-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	E-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	CLA-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	GLA-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	GLE-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	GLC-Class	0.99%	5.99%	1.99%	5.99%	2.49%	5.99%	2.99%	6.99%
18/19/20	S-Sedan*	0.99%	5.99%	1.99%	5.99%	2.99%	5.99%	2.99%	6.99%
18/19/20	GLS-Class	0.99%	5.99%	1.99%	5.99%	2.99%	5.99%	2.99%	6.99%
Rates do not include 1% dealer reserve. Refer to the Standard Rate Sheet for applicable rates and terms for all models not listed above. *excludes Maybach. Please note some A1 tier customers may qualify for a lower rate with standard CPO rates depending on class of vehicle.									

MY21 CPO APR Support									
Dealer Reserve limited to 1.0% on Special Retail Rates									
ex-CVP Special Retail Program Code: M48									
Model Years	Class	24 -36 Months		37 - 48 Months		49 - 66 Months		67 -72 Months	
		A1 - T2	T3 - T4	A1 - T2	T3 - T4	A1 - T2	T3 - T4	A1 - T2	T3 - T4
21	A-Class	2.99%	std.	2.99%	std.	2.99%	std.	2.99%	std.
21	CLA-Class	2.99%	std.	2.99%	std.	2.99%	std.	2.99%	std.
21	C-Class	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%
21	E-Class	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%
21	S-Sedan	2.99%	std.	2.99%	std.	2.99%	std.	2.99%	std.
21	GLA-Class	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%
21	GLB-Class	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%
21	GLC-Class	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%	1.99%	3.99%
21	GLE-Class	2.99%	std.	2.99%	std.	2.99%	std.	2.99%	std.
21	GLS-Class	2.99%	std.	2.99%	std.	2.99%	std.	2.99%	std.
MY21 CPO vehicles including Ex-CVP CPO and Retired-Employee Lease CPO are eligible. Rates do not include 1% dealer reserve. Please consult MBFS announcements and rate sheets for full term and Tier details. *excludes Maybach.									

September CPO Accelerator Bonus Program Matrix/October Earnings			October CPO Accelerator Bonus Program Matrix/November Earnings		
Level	C3 CPO Sale	CPO Sale	Level	C3 CPO Sale	CPO Sale
Miss	\$0 Payout		Miss	\$0 Payout	
Bronze	\$500 or	\$100	Bronze	\$500 or	\$100
Silver	\$700 or	\$100	Silver	\$700 or	\$100
Gold	\$900 or	\$100	Gold	\$900 or	\$100
Matrix reflects September 2021 Accelerator levels only and are subject to change. September CPO sales performance versus objective will determine October earnings level. Ex-CVP units that utilize New Car programs will be No-Pay counters. Consult Official Program Rules posted on NetStar July 1, 2020 for greater detail.			Matrix reflects October 2021 Accelerator levels only and are subject to change. October CPO sales performance versus objective will determine November's earnings level. Ex-CVP units that utilize New Car programs will be No-Pay counters. Consult Official Program Rules posted on NetStar July 1, 2020 for greater detail.		

Ex-CVP CPO Support Compatibility				
Please note, Ex-CVP CPO are eligible for either New or CPO programs that are in effect at the time of DDR. You cannot combine New and CPO programs. Ex-CVP CPO vehicles follow the below logic for program eligibility.				
Ex-CVP	CPO?	Eligible for New-Vehicle Programs? (Rates, Residuals, Cash Allowances, Certificates, etc.)	Eligible for CPO Programs? (CPO Rates, Payment Credits, Complimentary Star PPM, etc.)	New and CPO Programs Combinable?
	YES	YES	YES	→ NO
	NO	YES	NO	→ NO

MY21	Illuminated Door Sill Panels	Body Colored Spoiler	Carbon Fiber Look Spoiler	Illuminated Star	Side Running Boards	Rear Seat Entertainment System	Garmin® MAP PILOT	MB Entry Navigation
Option Code	D06	D10/D11	D20	D03	846	N/A	D05	D22
A-Sedan	\$500	\$200	\$300	\$550	N/A	N/A	N/A	N/A
CLA	\$500	\$200	\$300	\$550	N/A	N/A	N/A	N/A
C-Sedan	N/A	\$200	\$300	\$550	N/A	N/A	N/A	\$625
C-Coupe	N/A	\$200	\$300	\$550	N/A	N/A	N/A	\$625
C-Cabriolet	N/A	N/A	N/A	\$550	N/A	N/A	N/A	\$625
E-Sedan	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A
E-Coupe	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A
E-Cabriolet	N/A	N/A	N/A	\$550	N/A	N/A	N/A	N/A
E-Wagon	N/A	N/A	N/A	\$550	N/A	N/A	N/A	N/A
S-Sedan	N/A	\$200	N/A	N/A	N/A	N/A	N/A	N/A
GLA	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A
GLB	N/A	\$200	\$300	\$550	N/A	N/A	N/A	N/A
GLC-SUV	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A
GLC-Coupe	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A
GLE-SUV	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A
GLE-Coupe	N/A	N/A	N/A	\$550	N/A	N/A	N/A	N/A
GLS	N/A	\$200	N/A	\$550	N/A	N/A	N/A	N/A

Notes:

- The maximum advance for dealer-installed residualized accessories listed above can be utilized when calculating the residual/balloon value.
- Only MBUSA approved Accessories are eligible for residualization.
- All Non-Mercedes-Benz Accessories must be deducted from the MSRP prior to the residual calculation.
- Accessories installed by the factory, VPC or Marshalling Yard and included in the MSRP are not eligible for additional residual enhancement as a dealer-installed accessory.
- All dealer-installed accessories must be itemized on The First Class Lease® or First Class Financing® contracts to be included in the residual value or maximum balloon calculation.

Tier	New Class (MY09 and newer)	MSRP (2yr / 20,000 mi.)	MSRP (3yr / 30,000 mi.)	MSRP (4yr / 40,000 mi.)
Option Code		320	330	340
Tier 0	Electric	\$740	\$910	\$1,430
Tier 1	A, CLA, GLA	\$850	\$1,110	\$1,520
Tier 2	C, E, SLC, GLC, GLB	\$970	\$1,280	\$1,760
Tier 3	GLE	\$1,200	\$1,640	\$2,250
Tier 4	CLS, SL, GLS, GT, G, S, Maybach, AMG Performance	\$1,490	\$2,060	\$2,850

Notes:

- AMG Entry Performance models (35/43/53) are one tier above their base class. AMG Performance Models (45/63/65) are in Tier 4. For example, C-Class is Tier 2; C43 is Tier 3; and C63 is Tier 4.
- To residualize Premier Prepaid Maintenance, add the appropriate contract MSRP to the vehicles MSRP before calculating the residual value
- AMG 45/63/65 models may not be residualized.
- For reference only, verify pricing via live rating through Netstar.

Program Compatibility Matrix | October 2021

Privileged & Confidential Information for Authorized MB Dealers Only. Do Not Forward.
Please refer to the 2021 Sales Program Guidelines for detailed program rules.

Program	DE1/DE1+	Diplomat	Exclusive Dlr Demo (EDD)	Ex-consigned Vehicles (Brass Hat)	Ex-CVP (in service ≥ 90 days)	Fleet Incentive (Star Access)	Small Fleet Incentive	Corporate Sales Incentive Program (CSIP)	Guest Appreciation Certificate	LAP	MBDEAL	Single Pay	Special Lease Rate	Special Finance Rate	Lease Bonus Cash	Mercedes Incentive Bonus
DE1/DE1+				✓	✓					✓		✓	✓	✓	✓	
Diplomat				✓	✓					✓		✓	✓	✓	✓	
Exclusive Dlr Demo (EDD)				✓					✓	✓		✓	✓	✓	✓	
Ex-consigned Vehicles (Brass Hat)	✓	✓	✓			✓			✓	✓	✓	✓	✓	✓	✓	✓
Ex-CVP (in service ≥ 90 days)	✓	✓				✓			✓	✓	✓	✓	✓	✓	✓	✓
Fleet Incentive (Star Access)				✓	✓					✓		✓	✓	✓	✓	
Small Fleet Incentive										✓						
Corporate Sales Incentive Program (CSIP)																
Guest Appreciation Certificate			✓	✓	✓					✓		✓	✓	✓	✓	✓
LAP	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓
MBDEAL				✓	✓					✓		✓	✓	✓	✓	
Single Pay	✓	✓	✓	✓	✓	✓			✓	✓	✓		✓	✓	✓	✓
Special Lease Rate	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓			✓	✓
Special Finance Rate	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓				✓
Lease Bonus Cash	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓			✓
Mercedes Incentive Bonus				✓	✓				✓	✓		✓	✓	✓	✓	

Standard Program Codes

New Lease Money Factor Programs	
M41	Standard New Money Factor
M42	Standard New 1-Pay Money Factor
M43	Special New Lease Money Factor
M44	Special New 1-Pay Money Factor

New Retail Rate Programs	
M84	Standard New/PO/CPO Retail Rates
M49	Special New Retail Rates

Pre-owned Retail Rate Programs	
M47	MY18-20 CPO Special Retail
M48	MY21 CPO Special Retail

New Balloon Rate Programs	
M50	Standard New/CPO/PO Non-Walkaway Balloon Rates
M51	Standard New/CPO/PO Walkaway Rates
M52	Special New Walkaway Balloon Rates

Ex-CVP Program Codes

Contract Type*	New Ex-CVP Lease Money Factor Programs	
New or Used	M56	Ex-CVP Standard New Lease Rates – New or Used Contract
	M57	Ex-CVP Standard New 1-Pay Lease Rates – New or Used Contract
New	M58	Ex-CVP New Special Lease Rates – New Contract
	M59	Ex-CVP New Special 1-Pay Lease Rates – New Contract
Used	M60	Ex-CVP New Special Lease Rates – Used Contract
	M61	Ex-CVP New Special 1-Pay Lease Rates – Used Contract

Contract Type*	Ex-CVP Retail Rate Programs	
New or Used	M62	Ex-CVP Standard New/PO/CPO Retail Rates – New or Used Contract
New	M63	Ex-CVP New Special Retail Rates – New Contract
Used	M64	Ex-CVP New Special Retail Rates – Used Contract

Contract Type*	New Ex-CVP Balloon Rate Programs	
New or Used	M50	Ex-CVP Standard New Non-Walkaway Balloon – New or Used
New or Used	M51	Ex-CVP Standard New Walkaway Rates – New or Used Contract
New	M65	Ex-CVP New Special Walkaway Rates – New Contract
Used	M66	Ex-CVP New Special Walkaway Rates – Used Contract

*Please refer to the contract type to select the applicable program code. For example if an ex-CVP vehicle is designated as “New” on the customer’s contract, the correct program code to utilize New Special Retail Rates is M63 – Ex-CVP New Special Retail Rates – New Contract. If the vehicle is designated as “Used” on the customer’s contract, the correct program code to utilize New Special Retail Rates is M64 – Ex-CVP New Special Retail Rates – Used Contract.

The Mercedes-Benz brand represents exceptional customer assurance and we are committed to providing the utmost customer care to each and every one of our clients.

The 2021 Courtesy Vehicle Program (CVP) is one more way that Mercedes-Benz will continue on the path to exceed customer expectations and strive to be the best in the customer satisfaction. Our product quality, service opportunities and customer recognition reflect our promise to deliver “the best or nothing”.

Program Overview

The Mercedes-Benz Courtesy Vehicle Program is one of the best ways to improve customer satisfaction during service appointments and at the same time create new sales opportunities. To this end, Mercedes-Benz USA is pleased to offer the 2021 Courtesy Vehicle Program (Use Code: L0 or L1) commencing on January 12, 2021 thru January 4, 2022.

In addition, dealers should ensure that their current CVP fleet model mix reflects what is being sold at retail increasing the likelihood that your service customer will receive a comparable experience.

Ex – CVP’s that meet their minimum service requirement are eligible to utilize either current month New Car Programs (excludes Lease and Retail Incentive Program and any cash out allowances for vehicles in New Car Inventory) or Certified Pre-Owned Programs.

Please refer to the “2021 Courtesy Vehicle Program” manual, via NetStar, for complete program rules and guidelines.

CVP Cash Allowance and Daily Rates

The cash allowances and daily rates listed in the table below are effective for vehicles entered into CVP service beginning January

Model	Cash Allowance	Daily Rate	Last Month for CVP
MY21/22 A-Class	\$2,600	\$7.12	-
MY21/22 CLA	\$2,800	\$7.67	-
MY21/22 GLA	\$2,950	\$8.08	-
MY21/22 GLB	\$3,000	\$8.22	-
MY21/22 C-Class	\$4,150	\$11.37	-
MY21/22 GLC	\$4,150	\$11.37	-
MY21/22 GLE	\$5,150	\$14.11	-
MY21/22 CLS	\$5,250	\$14.38	-
MY21/22 E-Class	\$5,350	\$14.66	-
MY21/22 GLS (excl. Maybach)	\$6,250	\$17.12	-
MY21/22 S-Class (excl. Maybach)	\$10,000	\$27.40	-