

**SRP of Unit + Body + Aircon + Add'l for White Color + Others = Total Unit Price**

SRP of Unit	829,000.00
Body	145,840.00
Aircon	39,000.00
Add'l for White Color	
Others	
<b>Total Unit Price</b>	<b>1,013,840.00</b>

**Total Unit Price - Nominal Discount - Promo Discount = Amount to be Invoice**

Total Unit Price	1,013,840.00
<b>Amount to be Invoice</b>	<b>1,002,240.00</b>
	%
Amount Finance	80%
Down Payment	20%
Nominal Discount	5,600.00
Promo Discount	6,000.00
All in Discount	32,000.00
Additional Discount	50,000.00
Net Down Payment	11,600.00
	<b>191,168.00</b>

**Total Unit Price \* % = Amount Finance**

Total Unit Price	1,013,840.00
<b>Amount to be Invoice</b>	<b>1,002,240.00</b>
	%
Amount Finance	80%

**Total Unit Price \* % = Down Payment**

Total Unit Price	1,013,840.00
<b>Amount to be Invoice</b>	<b>1,002,240.00</b>
	%
Amount Finance	80%
Down Payment	20%

**Nominal Discount + Promo discount = Additional Discount**

Nominal Discount	5,600.00	32,000.00	
Promo Discount	6,000.00	50,000.00	
All in Discount			
Additional Discount			11,600.00
<b>Net Down Payment</b>			<b>191,168.00</b>

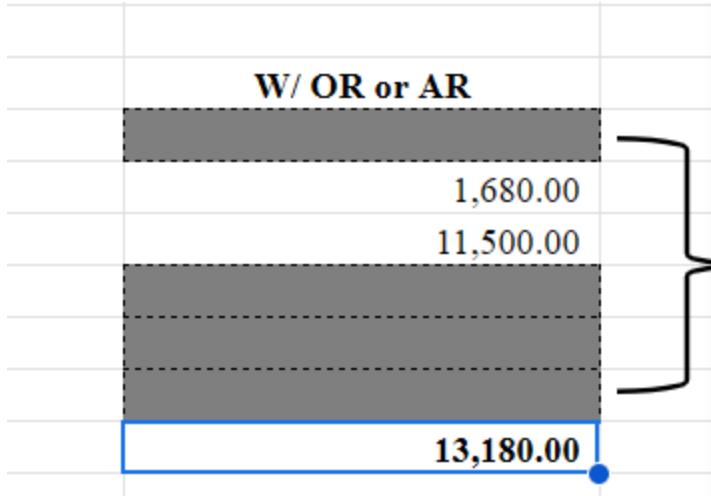
**Down Payment - Additional Discount = Net Down Payment**

Down Payment	20%	202,768.00	
Additional Discount		6,000.00	
<b>Net Down Payment</b>		<b>196,768.00</b>	

**Insurance Premium + CPTL Premium + LTO Registration + Chattel Mortgage Fee +  
Chattel Income + 2 yrs Extended Warranty = Total Incidental Applied**

Plus:	C/O All In	FREE
Insurance Premium	34,000.00	
CPTL Premium		1,821.00
LTO Registration		11,500.00
Chattel Mortgage Fee		
Chattel Income		
2 Yrs Extended Warranty		
<b>Total Incidental Applied</b>	<b>34,000.00</b>	

**Insurance Premium + CPTL Premium + LTO Registration + Chattel Mortgage Fee +  
Chattel Income + 2 yrs Extended Warranty = Total Incidental Applied**



**Net Downpayment + W/OR Total Incidentals Applied - Reservation = Total Cash Outlay**

Net Down Payment			202,768.00
<b>Plus:</b>	<b>C/O All In</b>	<b>FREE</b>	<b>W/ OR or AR</b>
Insurance Premium		1,821.00	1,680.00
CTPL Premium		11,500.00	11,500.00
LTO Registration			
Chattel Mortgage Fee			
Chattel Income			
2 Yrs Extended Warranty			
<b>Total Incidentals Applied</b>	-		13,180.00
Reservation			
<b>Total Cash Outlay:</b>			229,128.00

**Gross Dealer's Incentives % \* Amount Finance = Gross Dealer's Incentives Total**

<b>Amount Finance</b>	80%			<b>811,072.00</b>
<b>Down Payment</b>	20%			<b>202,768.00</b>
Nominal Discount		32,000.00		
Promo Discount		50,000.00		
All in Discount				-
Additional Discount				-
<b>Net Down Payment</b>				<b>202,768.00</b>
<b>Incidentals:</b>				
Insurance Premium	C/O All In	FREE	W/ OR or AR	
CTPL Premium		1,821.00		1,680.00
LTO Registration		11,500.00		11,500.00
Chattel Mortgage Fee				
Chattel Income				
2 Yrs Extended Warranty				
<b>Total Incidentals Applied</b>		-		<b>13,180.00</b>
Reservation				
<b>Total Cash Outlay:</b>				<b>229,128.00</b>
<b>Incentives:</b>	TINT,MATTING, EWD,SEATCOVER,JACK & TOOLS			
Gross Dealer's Incentives	1%			8,110.72

**Gross Dealer's Incentives Total - SFM Retain =**

Gross Dealer's Incentives	1%	8,110.72
Less: SFM Retain		-
		8,110.72

All in discount + SFM Addt'l + Incidentals + Tipster + Accessories + Others =

All In Discount		
SFM Addt'l Discount/Save Discount		
Incidentals	13,321.00	
Tipster	10,000.00	
Accessories		
Others ( )		23,321.00

**GROSS & SFM RETAIN TOTAL - ALL, SFM Addt'l, Incidentals, Tipster, Acc, others  
TOTAL=**

43	Less: SFM Retain	-
44		8,110.72
45		
46	All In Discount	
47	SFM Addt'l Discount/Save Discount	
48	Incidentals	13,321.00
49	Tipster	10,000.00
50	Accessories	
51	Others ( )	23,321.00
52	SFM Retained DI	(15,210.28)
53	SE's Financing Commission	

**ALL, SFM Addt'l, Incidentals, Tipster, Acc, others TOTAL + SE Share = Net Negative**

All In Discount		
SFM Addt'l Discount/Save Discount		
Incidentals	13,321.00	
Tipster	10,000.00	
Accessories		
Others ( )		23,321.00
SFM Retained DI	60%	-
SE's Financing Commission	40%	-
<b>Net Negative</b>		<b>(15,210.28)</b>
<b>TIVE DI TO BE CHARGE</b>		
SE Share		

