

MY19 - A8

July - Special Programs & Incentive Summary



Audi Financial Services - Special Programs

Effective Dates: July 3, 2018 - July 31, 2018

FICO based Tiers (T)		T1 740+	T2 739-700	T3 699-680	T4 679-660	T5 659-640	T6 639-620	T7 619-600	T8 ≤ 599							
MY19		Lease								Retail APR		Premier Purchase¹				
Bulletin #		A1807-19EL								A1807-19ER		A1807-19ERPP				
No Security Deposit Required		Lease Rates Reflect T1 & T2 up to 48. See Lease Adjustors² for detail on other tiers. RVs (15,000 miles/YR)								APR-Rates for T1 & T2 up to 75mo ⁴ (T3-T8: 12-72 mo. See rate adjustors ³)		Premier Purchase - for Tiers T1 & T2. (T3-T8 See Adjustors) ³				
Model	Trim	RCF 12-36	24	30	36	RCF 39-42	39	42	RCF 48	48	12-60 mo.	61-66 mo.	67-72 mo.	73-75 ⁴ mo.	12-36 mo.	37-48 mo.
A8 L 3.0T q	x	.00090	53	49	46	.00110	44	42	Std	39	3.99%	3.99%	4.49%	4.99%	2.66%	3.16%

- All tiers listed are subject to credit approval.
- **Audi Care:** Add 1 point to the residual value if the customer has purchased Audi Care.
- MY18 Special Programs and RVs are compatible with Audi Rate Protection.
- Other RV value terms: **12mo:** Add 4 to 24RV / **18mo:** Add 2 to 24RV / **27mo:** Subtract 2 from 24RV.
- MY18 Special Retail Rates are compatible with the Audi European Delivery, VIP and Diplomat Programs.
- See Appendix 1 for NEW vehicle guidelines.
- For retail credit transactions amounts over \$100,000 AND Loan-to-Value less than or equal to 90%, deduct .20% from buy rate (RS7, A8, S8 and R8 only).

1) Premier Purchase available in the following states only: SC, AR, DE, FL, GA, IL, TX, VA.

2) See grid to add the appropriate Lease Adjustors T1 & T2 RCF.

3) See grid to add appropriate adjustors to T1 & T2 Rates.

4) Available for T1 & T2 only.

2) Lease Adjustors

Tiers	T3	T4	T5	T6	T7	T8
T1/T2 +	0.00030	0.00050	0.00065	0.00105	0.00105	0.00300

3) Retail and Premier Purchase Adjustors 12-72 mo.

T1/T2 +	0.50%	2.00%	3.00%	6.00%	6.00%	10.00%
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Audi of America Incentive Programs

MY19	A8 L 3.0T q
Audi AFS Owner Loyalty⁶	\$1,000
Thru. 10/01/18	A18ULOY3

- Unless otherwise specified, all terms and conditions of Appendix A apply to these programs.

6) **Audi AFS Owner Loyalty Program:** Applicable to current Audi owners that own or lease a MY05 or newer Audi vehicle. Customer must lease, purchase or premier purchase a new, untitled, and unreported vehicle with Audi Financial Services (AFS) using AFS Standard or Special Rates. See Appendix B1 for full terms and conditions.



July - MY19 New Vehicle Standard Rate Summary

Effective Dates: July 3, 2018 - July 31, 2018

RETAIL MY19		Bulletin# A1807-09R							
FICO based Tiers (T)		T1 740+	T2 739-700	T3 699-680	T4 679-660	T5 659-640	T6 639-620	T7 619-600	T8 ≤ 599
All New Audi	12 - 60	4.88	5.23	5.98	7.23	8.48	10.23	12.48	16.18
	61-66	5.38	5.73	6.48	7.73	8.98	10.73	12.98	16.68
	67-72	5.88	6.23	6.98	8.23	9.48	11.23	13.48	17.18
	73-75	6.38	6.73						

LEASE MY19		Bulletin# A1807-09L							
Model		T1 740+	T2 739-700	T3 699-680	T4 679-660	T5 659-640	T6 639-620	T7 619-600	T8 ≤ 599
A8	12-36	0.00259	0.00259	0.00289	0.00309	0.00324	0.00344	0.00384	0.00559
	39-48	0.00279	0.00279	0.00309	0.00329	0.00344	0.00364	0.00404	0.00579

PREMIER PURCHASE MY19		Bulletin A1807-10RPP							
Model	Tier	T1 740+	T2 739-700	T3 699-680	T4 679-660	T5 659-640	T6 639-620	T7 619-600	T8 ≤ 599
All New Audi	12-36 Months	6.79	6.79	7.79	9.04	10.29	12.04	14.29	18.04
	37-48 Months	7.29	7.29	8.29	9.54	10.79	12.54	14.79	18.54

Available in the following states only: SC, AR, DE, FL, GA, IL, TX, VA

- Please note Program # on Funding Package
- MY19 Standard Programs and RVs are compatible with Audi Rate Protection.
- Scheduled payments do not include first monthly payment collected at lease inception or payoffs.
- For Program Guidelines, please refer to the Audi Financial Services New Vehicle Program Guidelines Summary Sheet and/or the AFS Financing Handbook located on the AFS Dealer Extranet.



Model	RESIDUAL VALUES (15K)								
	12mo	24mo	27mo	30mo	36mo	39mo	42mo	45mo	48mo
A8 L 3.0T quattro tiptronic	57	53	51	49	46	44	42	40	39

MY19 Special Programs and RVs are compatible with Audi Rate Protection.

Audi Care: Add 1 point to the residual value if the customer has purchased Audi Care.

Low Mileage Options: For 7,500 add +4 to Residual (All models (Excludes R8)); For 10,000, add +3 to Residual; For 12,000, add +2 to Residual.

► All units with over 999 miles must have all miles bought down to zero as follows R8 - \$.75/mile, A8/S8 - \$.25/miles ALL other carlines -\$.15/mile

Effective Dates: 7/3/2018 - 10/1/2018



Summer of Audi Sales Event