



Q1 2012 MOTABILITY PRICING



Model	Full Description	VTN	Basic Price (NM)	Discount to MO (5%)	Net Price	Delivery & Plates	Total	VAT (20%)	Invoice Price To MO	Dealer Margin (3%)	Civ Profile	Civ AP	Civ Allowance	WP Profile	WP AP	WP Allowance
New Picanto 3 Door	New Picanto 1.0 1 3d	744185	£5,954.17	£297.71	£5,656.46	£495.83	£6,152.29	£1,230.46	£7,382.75	£178.63	EF70	£0.00	£43.95	DB8V	£0.00	£43.90
	New Picanto 1.0 1 AIR 3d	744184	£6,454.17	£322.71	£6,131.46	£495.83	£6,627.29	£1,325.46	£7,952.75	£193.63	QL9Q	£0.00	£44.95	OY5W	£0.00	£44.90
	New Picanto 1.25 Equinox 3d HB	744181	£9,204.17	£460.21	£8,743.96	£495.83	£9,239.79	£1,847.96	£11,087.75	£276.13	9FLK	£0.00	£49.95	9E5D	£0.00	£49.89
	New Picanto 1.25 Halo Ecodyn 3d	744183	£9,204.17	£460.21	£8,743.96	£495.83	£9,239.79	£1,847.96	£11,087.75	£276.13	QPN7	£0.00	£49.95	J69S	£0.00	£49.89
	New Picanto 1.25 Halo 3d HB AT	744182	£9,704.17	£485.21	£9,218.96	£495.83	£9,714.79	£1,942.96	£11,657.75	£291.13	1KIB	£0.00	£51.40	KLR3	£0.00	£51.34
New Picanto 5 Door	New Picanto 1.0 1 5d	745706	£6,120.83	£306.04	£5,814.79	£495.83	£6,310.62	£1,262.12	£7,572.75	£183.62	ZT8U	£0.00	£44.45	Y2LK	£0.00	£44.40
	New Picanto 1.0 1 Air 5d	745705	£6,620.83	£331.04	£6,289.79	£495.83	£6,785.62	£1,357.12	£8,142.75	£198.62	LQWA	£0.00	£45.45	D2MJ	£0.00	£45.40
	New Picanto 1.0 2 5d	745704	£7,454.17	£372.71	£7,081.46	£495.83	£7,577.29	£1,515.46	£9,092.75	£223.63	3RMC	£0.00	£46.95	2M8J	£0.00	£46.90
	New Picanto 1.25 2 5d	745702	£7,954.17	£397.71	£7,556.46	£495.83	£8,052.29	£1,610.46	£9,662.75	£238.63	O2HQ	£0.00	£47.95	FA6A	£0.00	£47.90
	New Picanto 1.25 2 5d AT	745701	£8,454.17	£422.71	£8,031.46	£495.83	£8,527.29	£1,705.46	£10,232.75	£253.63	HSUK	£0.00	£48.95	I88R	£0.00	£48.90
	New Picanto 1.25 3 5d	745699	£8,787.50	£439.38	£8,348.13	£495.83	£8,843.96	£1,768.79	£10,612.75	£263.63	VOGN	£0.00	£48.95	UBNH	£0.00	£48.90
New Rio	Rio 1.25 1 AIR 5d	744438	£8,954.17	£447.71	£8,506.46	£495.83	£9,002.29	£1,800.46	£10,802.75	£268.63	XGTE	£0.00	£50.80	QZR7	£0.00	£50.74
	Rio 1.1 CRDi 1 AIR EcoDynamics 5d	744436	£10,037.50	£501.88	£9,535.63	£495.83	£10,031.46	£2,006.29	£12,037.75	£301.13	2PZY	£0.00	£51.40	DJJW	£0.00	£51.34
	Rio 1.25 2 5d	744435	£9,870.83	£493.54	£9,377.29	£495.83	£9,873.12	£1,974.62	£11,847.75	£296.12	OAFY	£0.00	T/A	ZOH9	£0.00	£53.30
	Rio 1.4 2 5d HB	744434	£10,370.83	£518.54	£9,852.29	£495.83	£10,348.12	£2,069.62	£12,417.75	£311.12	MGWZ	£299.00	T/A	DJ1U	£0.00	£55.31
	Rio 1.4 2 AT 5d	744433	£11,095.83	£554.79	£10,541.04	£495.83	£11,036.87	£2,207.37	£13,244.25	£332.87	5PAB	£749.00	T/A	C9ZD	£141.00	£57.40
	Rio 1.1 CRDi 2 EcoDynamics 5d	744432	£10,954.17	£547.71	£10,406.46	£495.83	£10,902.29	£2,180.46	£13,082.75	£328.63	Q38U	£99.00	T/A	PTUZ	£0.00	£53.97
	Rio 1.4 CRDi 2 EcoDynamics 5d	744431	£11,287.50	£564.38	£10,723.13	£495.83	£11,218.96	£2,243.79	£13,462.75	£338.63	H50N	£449.00	T/A	XL89	£0.00	£56.33
	Rio 1.4 3 Hb 5d	744430	£10,954.17	£547.71	£10,406.46	£495.83	£10,902.29	£2,180.46	£13,082.75	£328.63	T460	£599.00	T/A	48FG	£0.00	£57.40
Rio 1.4 CRDi 3 EcoDynamics 5d	744429	£11,870.83	£593.54	£11,277.29	£495.83	£11,773.12	£2,354.62	£14,127.75	£356.12	4U2I	£649.00	T/A	6SS2	£41.00	£57.40	
Venga	1.4 MY12 Venga '1 Air' EcoDynamics	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
	1.4 CRDi MY12 Venga '1Air'	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
	1.4 MY12 Venga '2' EcoDynamics	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
	Venga 1.6 2 AT 5d	753680	£12,150.00	£607.50	£11,542.50	£495.83	£12,038.33	£2,407.67	£14,446.00	£364.50	8FUJ	£0.00	T/A	06NC	£0.00	£53.30
	1.4 CRDi MY12 Venga '2'	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
	1.6 MY12 Venga '3' EcoDynamics	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
	Venga 1.6 3 5d AT	750245	£13,300.00	£665.00	£12,635.00	£495.83	£13,130.83	£2,626.17	£15,757.00	£399.00	ZDLS	£399.00	T/A	TOBY	£0.00	£55.99
	1.6 CRDi MY12 Venga '3' EcoDynamics	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
	1.6 MY12 Venga '3 Sat Nav' EcoDynamics	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC
1.6 MY12 Venga '3 Sat Nav' Automatic	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	
1.6 CRDi MY12 Venga '3 Sat Nav' EcoDynamics	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	TBC	
FL Soul	1.6 GDi Facelift Soul '1'	744741	£9,762.50	£488.13	£9,274.38	£495.83	£9,770.21	£1,954.04	£11,724.25	£292.88	ZPAE	£0.00	£51.40	2IAT	£0.00	£51.34
	1.6 GDi Facelift Soul '2'	744740	£10,679.17	£533.96	£10,145.21	£495.83	£10,641.04	£2,128.21	£12,769.25	£320.38	9ZQ6	£249.00	T/A	LIRF	£0.00	£54.98
	1.6 CRDi Facelift Soul '2'	744739	£11,704.17	£585.21	£11,118.96	£495.83	£11,614.79	£2,322.96	£13,937.75	£351.13	K309	£499.00	T/A	XHM0	£0.00	£56.66
	1.6 CRDi Facelift Soul '2' Auto	744738	£12,483.33	£624.17	£11,859.16	£495.83	£12,355.00	£2,471.00	£14,826.00	£374.50	LU4V	£749.00	T/A	W75P	£141.00	£57.40
	Soul 1.6 GDi Hunter 5d Hb	744023	£11,929.17	£596.46	£11,332.71	£495.83	£11,828.54	£2,365.71	£14,194.25	£357.88	LQHD	£499.00	T/A	PCLF	£0.00	£56.66
	Soul 1.6 CRDi Hunter 5d Hb	744022	£12,954.17	£647.71	£12,306.46	£495.83	£12,802.29	£2,560.46	£15,362.75	£388.63	EEHU	£749.00	T/A	O5NZ	£141.00	£57.40
	Soul 1.6 CRDi Hunter 5d Hb AT	744021	£13,733.33	£686.67	£13,046.66	£495.83	£13,542.50	£2,708.50	£16,251.00	£412.00	IQO5	£999.00	T/A	IDRV	£67.00	T/A
	Soul 1.6 GDi Quantum 5d Hb	744020	£12,345.83	£617.29	£11,728.54	£495.83	£12,224.37	£2,444.87	£14,669.25	£370.37	IJJF	£749.00	T/A	LTC7	£141.00	£57.40
	Soul 1.6 CRDi Quantum 5d Hb	744019	£13,370.83	£668.54	£12,702.29	£495.83	£13,198.12	£2,639.62	£15,837.75	£401.12	IS8P	£999.00	T/A	Z8CW	£67.00	T/A
Soul 1.6 CRDi Quantum 5d Hb AT	744018	£14,150.00	£707.50	£13,442.50	£495.83	£13,938.33	£2,787.67	£16,726.00	£424.50	TPV9	£1,249.00	T/A	JBXM	£317.00	T/A	
pro_ceed	pro_ceed 1.4 1	744760	£10,441.67	£522.08	£9,919.59	£495.83	£10,415.42	£2,083.08	£12,498.50	£313.25	O05S	£0.00	£47.45	5TKZ	£0.00	£47.40
	pro_ceed 1.6 2	744759	£11,512.50	£575.63	£10,936.88	£495.83	£11,432.71	£2,286.54	£13,719.25	£345.38	YIM8	£0.00	£49.95	LTQC	£0.00	£49.89
	pro_ceed 1.6 2 AT	744758	£12,400.00	£620.00	£11,780.00	£495.83	£12,275.83	£2,455.17	£14,731.00	£372.00	85ZN	£0.00	£51.40	UM6G	£0.00	£51.34
	pro_ceed 1.6 CRDi 113 2 3d	744755	£12,620.83	£631.04	£11,989.79	£495.83	£12,485.62	£2,497.12	£14,982.75	£378.62	C7JB	£0.00	£51.40	7APO	£0.00	£51.34
	pro_ceed 1.6 CRDi Eco 3d	744756	£12,620.83	£631.04	£11,989.79	£495.83	£12,485.62	£2,497.12	£14,982.75	£378.62	98EV	£0.00	£51.40	XIR9	£0.00	£51.34
	pro_ceed 1.6 3	744757	£12,679.17	£633.96	£12,045.21	£495.83	£12,541.04	£2,508.21	£15,049.25	£380.38	YMSG	£99.00	T/A	£9,696.00	£0.00	£53.97
	pro_ceed 1.6 CRDi 113 3 3d	744754	£13,787.50	£689.38	£13,098.13	£495.83	£13,593.96	£2,718.79	£16,312.75	£413.63	NWY1	£99.00	T/A	G0NN	£0.00	£53.97
	pro_ceed 1.6 CRDi 126 4 3d	744753	£15,287.50	£764.38	£14,523.13	£495.83	£15,018.96	£3,003.79	£18,022.75	£458.63	YH4K	£649.00	T/A	9CKV	£41.00	£57.40



Q1 2012 MOTABILITY PRICING



Model	Full Description	VTN	Basic Price (NM)	Discount to MO (5%)	Net Price	Delivery & Plates	Total	VAT (20%)	Invoice Price To MO	Dealer Margin (3%)	Civ Profile	Civ AP	Civ Allowance	WP Profile	WP AP	WP Allowance
cee'd (5 Door)	ceed 1.4 1 5d	756125	£10,608.33	£530.42	£10,077.91	£495.83	£10,573.75	£2,114.75	£12,688.50	£318.25	H0ET	£0.00	£47.95	QB6Y	£0.00	£47.90
	ceed 1.6 1 5d AT	756124	£11,483.33	£574.17	£10,909.16	£495.83	£11,405.00	£2,281.00	£13,686.00	£344.50	6ONW	£0.00	£49.95	ONAY	£0.00	£49.89
	ceed 1.6 CRDi 1 5d	756115	£11,704.17	£585.21	£11,118.96	£495.83	£11,614.79	£2,322.96	£13,937.75	£351.13	XDM5	£0.00	£49.95	V6OS	£0.00	£49.89
	ceed 1.6 2 5d HB	744751	£11,679.17	£583.96	£11,095.21	£495.83	£11,591.04	£2,318.21	£13,909.25	£350.38	3PX2	£0.00	£49.95	3SIX	£0.00	£49.89
	ceed 1.6 2 5d AT	756120	£12,566.67	£628.33	£11,938.34	£495.83	£12,434.17	£2,486.83	£14,921.00	£377.00	UFSQ	£0.00	£51.40	KV8F	£0.00	£51.34
	ceed 1.6 CRDi 2 5d	756113	£12,787.50	£639.38	£12,148.13	£495.83	£12,643.96	£2,528.79	£15,172.75	£383.63	H22L	£0.00	£51.40	1G8I	£0.00	£51.34
	ceed 1.6 CRDi 88 EcoDyn 5d	756116	£12,787.50	£639.38	£12,148.13	£495.83	£12,643.96	£2,528.79	£15,172.75	£383.63	YADG	£0.00	£51.40	DU9Y	£0.00	£51.34
	ceed 1.6 3 5d HB	744750	£12,845.83	£642.29	£12,203.54	£495.83	£12,699.37	£2,539.87	£15,239.25	£385.37	6QRI	£199.00	T/A	2Z54	£0.00	£54.64
	ceed 1.6 CRDi 3 5d	756110	£13,954.17	£697.71	£13,256.46	£495.83	£13,752.29	£2,750.46	£16,502.75	£418.63	I3E4	£249.00	T/A	O9BI	£0.00	£54.98
	ceed 1.6 CRDi 3 5d AT	756109	£14,762.50	£738.13	£14,024.38	£495.83	£14,520.21	£2,904.04	£17,424.25	£442.88	3YHY	£349.00	T/A	CL0R	£0.00	£55.65
ceed 1.6 CRDi 4 5d	744032	£15,454.17	£772.71	£14,681.46	£495.83	£15,177.29	£3,035.46	£18,212.75	£463.63	IPK7	£999.00	T/A	UF53	£67.00	T/A	
cee'd SW	ceed 1.6 2 5d Est	744749	£12,470.83	£623.54	£11,847.29	£495.83	£12,343.12	£2,468.62	£14,811.75	£374.12	MY7S	£0.00	£51.40	DTVY	£0.00	£51.34
	ceed 1.6 2 Est AT	756122	£13,358.33	£667.92	£12,690.41	£495.83	£13,186.25	£2,637.25	£15,823.50	£400.75	2COT	£0.00	T/A	DSOS	£0.00	£53.30
	ceed 1.6 CRDi 2 Est	756114	£13,579.17	£678.96	£12,900.21	£495.83	£13,396.04	£2,679.21	£16,075.25	£407.38	SNLC	£0.00	T/A	0VBR	£0.00	£53.30
	ceed 1.6 CRDi 88 EcoDyn Est	756117	£13,579.17	£678.96	£12,900.21	£495.83	£13,396.04	£2,679.21	£16,075.25	£407.38	4RBA	£0.00	T/A	9CG3	£0.00	£53.30
	ceed 1.6 3 5d Est	744748	£13,775.00	£688.75	£13,086.25	£495.83	£13,582.08	£2,716.42	£16,298.50	£413.25	CSK7	£299.00	T/A	3RA4	£0.00	£55.31
	ceed 1.6 CRDi 3 Est	756112	£14,912.50	£745.63	£14,166.88	£495.83	£14,662.71	£2,932.54	£17,595.25	£447.38	NEQ7	£399.00	T/A	K5HX	£0.00	£55.99
	ceed 1.6 CRDi 3 Est AT	756111	£15,691.67	£784.58	£14,907.09	£495.83	£15,402.92	£3,080.58	£18,483.50	£470.75	IXA5	£499.00	T/A	JFBH	£0.00	£56.66
	ceed 1.6 CRDi 4 Est	744029	£16,412.50	£820.63	£15,591.88	£495.83	£16,087.71	£3,217.54	£19,305.25	£492.38	3EZP	£1,099.00	T/A	L1DJ	£167.00	T/A
ceed 1.6TD 4 5d Est AT	743760	£17,191.67	£859.58	£16,332.09	£495.83	£16,827.92	£3,365.58	£20,193.50	£515.75	6ECQ	£1,299.00	T/A	XPSG	£367.00	T/A	
Carens	Carens 1.6 1 5st	750240	£11,483.33	£574.17	£10,909.16	£495.83	£11,405.00	£2,281.00	£13,686.00	£344.50	PGLT	£349.00	T/A	X0MV	£0.00	£55.65
	Carens 1.6 CRDi 1 5st	750239	£12,679.17	£633.96	£12,045.21	£495.83	£12,541.04	£2,508.21	£15,049.25	£380.38	6MYR	£449.00	T/A	TEIX	£0.00	£56.33
	Carens 1.6 CRDi 2 7st	750238	£13,929.17	£696.46	£13,232.71	£495.83	£13,728.54	£2,745.71	£16,474.25	£417.88	5QAP	£649.00	T/A	OPNT	£41.00	£57.40
	Carens 1.6 CRDi 3 7st	750237	£15,179.17	£758.96	£14,420.21	£495.83	£14,916.04	£2,983.21	£17,899.25	£455.38	GH24	£999.00	T/A	O6K4	£67.00	T/A
Sportage	Sportage 1.6 GDi 1 2WD	748325	£13,762.50	£688.13	£13,074.38	£495.83	£13,570.21	£2,714.04	£16,284.25	£412.88	SBWE	£1,199.00	T/A	GR5Y	£267.00	T/A
	Sportage 1.7 CRDi 1 2WD	748323	£14,941.67	£747.08	£14,194.59	£495.83	£14,690.42	£2,938.08	£17,628.50	£448.25	ZOEP	£699.00	T/A	ZH6F	£91.00	£57.40
	Sportage 1.6 GDi 2 2WD	748322	£15,345.83	£767.29	£14,578.54	£495.83	£15,074.37	£3,014.87	£18,089.25	£460.37	AOR5	£1,749.00	T/A	YPI6	£817.00	T/A
	Sportage 1.7 CRDi 2 2WD	748324	£16,525.00	£826.25	£15,698.75	£495.83	£16,194.58	£3,238.92	£19,433.50	£495.75	17EF	£949.00	T/A	7G2C	£17.00	T/A
	Sportage 1.7 CRDi 3 2WD	748321	£17,845.83	£892.29	£16,953.54	£495.83	£17,449.37	£3,489.87	£20,939.25	£535.37	J8BU	£1,899.00	T/A	60LC	£967.00	T/A