



MMNA VIP PURCHASE PROGRAM

June 1, 2018 to April 1, 2019

2017MY & 2018MY Rules

Re-published 06/01/2018

WHAT IS IT?

The Mitsubishi Motors VIP Purchase Program (“Program”) provides employees of approved Affiliate/Vendor Companies that provide a service or product to MMNA and/or MMSCAN, employees of Mitsubishi Group Companies, or other Designated Companies the opportunity to purchase or lease, at a discounted price, new, unused 2017 & 2018 model year Mitsubishi vehicles (“Eligible Vehicles”) from participating Mitsubishi Motors Dealers (“Participating Dealers”).

ELIGIBLE PURCHASERS

- ❖ VIP Purchasers must be current, full-time employees and retired employees of approved Affiliate/Vendor Companies, Mitsubishi Group Companies, or other Designated Companies.
- ❖ Up to two (2) friends or family members sponsored by an employee or a retired employee of a Mitsubishi Group Company and its Distributors or of an Affiliate/Vendor Company or other Designated Companies.
- ❖ VIP Purchasers must reside in the United States.

ELIGIBLE VEHICLES

- ❖ Only new and unused 2017 and 2018 model year Mitsubishi vehicles are eligible for this Program.
- ❖ MMNA, at its sole discretion, may restrict eligibility of certain vehicles under this Program.

HOW DOES IT WORK?

- ❖ In order to purchase an Eligible Vehicle under the Program, approved Affiliate/Vendor Company, Mitsubishi Group Companies, or other Designated Companies employees can obtain an Eligibility Form from their respective Program Administrator, Human Resources Department or MMNA’s Affiliate/Vendor website – www.mitsubishipartners.com (company e-mail address and password are required). For assistance, please call MMNA at 800/709-6672.
- ❖ The sites provide all the necessary information regarding the Program, such as: Eligibility Form, Program Rules, pricing and product information. Please note that the Eligibility Form for Affiliate/Vendor companies is different than the form for Mitsubishi Group Companies so please obtain the correct form for your usage.
- ❖ The Eligibility Form and Company I.D. **MUST** be presented to the Participating Dealer prior to making any purchase arrangements. Dealer will need to keep a fully signed copy of the Eligibility Form and make a copy of the Company I.D. of the employee for program records.
- ❖ A VIP Purchaser may purchase an Eligible Vehicle from a Participating Dealer’s stock or order from MMNA (called a factory order) to be delivered to the Participating Dealer of choice. Whether the vehicle is purchased from a Participating Dealer’s stock or factory ordered, the purchase price is the same either way.

HOW MUCH?

VIP PROGRAM INCENTIVES

All MMNA U.S. Dealerships in all States (except IL & PA)

June 1, 2018 to July 5, 2018



VIP CUSTOMER INCENTIVES FOR (1) CASH PURCHASE

<PROGRAM CODE: VIP CASH = VC060118>

MODELS	PRICE LINE	MODEL CODE	2017	2018
LANCER	ALL	ALL LN41	\$3,500	--
MIRAGE	ALL	ALL MG44	--	\$2,500
MIRAGE G4	ALL	ALL MG41	--	\$3,000
ECLIPSE CROSS	ALL	ALL EC45	--	\$1,500
OUTLANDER	ALL	ALL OT45	--	\$3,000
OUTLANDER SPORT	ALL	ALL OS45	\$4,000	\$3,000
OUTLANDER PHEV	ALL	ALL OTEV	--	\$2,500

(1) The Customer Incentives for Cash Purchases may not be combined with vehicles using Ally's Special APR Financing, Ally's Special Leasing, or Ally Buyer's Choice - Special Retail Buy Rates.

VIP CUSTOMER INCENTIVE FOR (2) SPECIAL APR/LEASE FINANCING

<PROGRAM CODE: VIP APR = VA060118/ VIP LEASE = VL060118>

MODELS	PRICE LINE	MODEL CODE	2017				2018			
			Option 1 Special APR for Ally Prime Only ^^	Option 2 Special APR for Ally Prime Only ^^	Special APR for Ally Non-Prime Only	Special APR for Ally Buyer's Choice Only	Ally Lease	Option 1 Special APR for Ally Prime Only ^^	Option 2 Special APR for Ally Prime Only ^^	Special APR for Ally Non-Prime Only
LANCER	ALL	ALL LN41	\$1,500	--	\$1,000	\$500	--	--	--	--
MIRAGE	ALL	ALL MG44	--	--	--	--	\$500	\$1,500	--	\$1,500
MIRAGE G4	ALL	ALL MG41	--	--	--	--	\$500	\$2,000	--	\$2,000
ECLIPSE CROSS	ALL	ALL EC45	--	--	--	--	\$500	\$500	--	\$500
OUTLANDER	ALL	ALL OT45	--	--	--	--	\$1,000	\$1,000	--	\$1,500
OUTLANDER SPORT	ALL	ALL OS45	\$2,500	\$1,000	\$2,000	\$1,000	\$1,000	\$1,000	--	\$1,500
OUTLANDER PHEV	ALL	ALL OTEV	--	--	--	--	\$500	\$500	--	\$500

(2) Ally's Special APR Financing/Special Lease Program or Ally Buyer's Choice - Special Retail Buy Rates.

^^ With approved credit, Ally customers have an option to make no payments for 90 days on 2018 model year vehicles.

No other retail customer program incentives can be used in conjunction with the VIP Customer Incentives except for the Loyalty Program, Flood Assistance Customer Rebate Programs (if offered), and the Military Program.

PURCHASE PRICE AND FINANCING

- ❖ The eligible VIP price will be Total Dealer Invoice Price (including options and destination charge) as shown on the Dealer Invoice less the applicable VIP Customer Incentive (see purchase example below).
- ❖ Taxes, licensing fees, dealer-installed options and other miscellaneous charges are additional costs.
- ❖ Settlement terms must be arranged with the Participating Dealer.
- ❖ VIP Purchasers have a choice of utilizing the VIP Customer Incentive for a Cash Purchase or Ally Special APR Financing/Special Lease Program or Ally Buyer’s Choice – Special Retail Buy Rates. However, the amount of the VIP Customer Incentive may change.
- ❖ Dealer Invoice Price should not be confused with Manufacturer’s Suggested Retail Price (“MSRP”) or “sticker price”.

VIP PURCHASE PRICE EXAMPLE

2017 OUTLANDER SPORT ES 2WD, CVT, OPTION GROUP A81 FOG (Base)

<i>Dealer Stock or Factory Order</i>	<i>EMPLOYEE CASH PURCHASE</i>	<i>EMPLOYEE SPONSORED CASH PURCHASE</i>
MSRP	\$21,935.00	\$21,935.00
Dealer Invoice	\$21,235.30	\$21,235.30
LESS Customer Incentive	(\$4,000.00)	(\$4,000.00)
TOTAL PURCHASE PRICE	\$17,235.30	\$17,235.30
TOTAL SAVINGS	\$4,699.70	\$4,699.70

- Destination charge is included.
- Tax, title, licensing fees, dealer installed options and any other miscellaneous charges are additional costs.

RULES AND REGULATIONS

- ❖ The Eligibility Form is not transferable to any other person.
- ❖ Temporary employees, contract employees and former employees are not eligible.
- ❖ Employees lose eligibility status upon termination of employment for any reason other than retirement.
- ❖ Only new and unused 2017 and 2018 model year Mitsubishi vehicles sold and delivered to the Eligible Purchaser are eligible under this Program.
- ❖ The total number of Eligible Vehicles purchased by a VIP Purchaser may not exceed two per calendar year.
- ❖ Eligible Vehicles purchased under the Program must be retained for at least 6 months from the date the VIP Purchaser takes delivery of the Eligible Vehicle.
- ❖ MMNA, at its sole discretion, may restrict eligibility of certain vehicles under this Program.

USAGE RESTRICTIONS

- ❖ Eligible Vehicle purchased under the Program must be for the personal use of the VIP Purchaser.
- ❖ Title and registration cannot be in the name of anyone other than the VIP Purchaser, except the Eligible Vehicle may be jointly registered in the name of the VIP Purchaser and spouse.
- ❖ Vehicle leased must be titled in accordance with provisions of the lease program; however, Eligible Vehicle must not be for the personal use of an individual other than the VIP Purchaser.

PROVISIONS OF THE PROGRAM

- ❖ It is the responsibility of the VIP Purchaser to know the rules of the Program set forth in this document and the Eligibility Form.
- ❖ Violation of the rules by the VIP Purchaser may result in loss of privileges.
- ❖ The Program shall continue until the end of the Program Period unless terminated earlier by Mitsubishi Motors North America, Inc. in its sole discretion. MMNA, at its sole discretion, may without prior notice, modify, change, or cancel the Program at any time.
- ❖ In all matters relating to the interpretation and application of any rule or phase of the Program, the decision of MMNA is final.

INFORMATION AT YOUR FINGERTIPS – UTILIZE THE AFFILIATE/VENDOR WEBSITE BY ACCESSING www.mitsubishipartners.com

Enrolled Affiliate/Vendor & Mitsubishi Group Companies & other designated companies can go to the web and type in www.mitsubishipartners.com.

A log-on prompt will appear to the right of the screen and you will need to input your company e-mail address, along with your password (your company program administrator can provide this or call MMNA at 800/709-6672 to obtain your password). A left-hand menu will appear that lists rules, Eligibility Form, and incentives, etc. Click on the "Eligibility Form" to download the necessary form that you **MUST** present to the Mitsubishi Dealer when purchasing or leasing your new Mitsubishi vehicle. Please note that the Eligibility Form for Affiliate/Vendor companies is different than the form for Mitsubishi Group Companies so please obtain the correct form for your usage. At the top you will also find a menu. You can access product information (colors, factory option groups), "build and price" your vehicle, find the closest Mitsubishi Dealer, etc.

A quick overview of our program is that you can purchase or lease a new Mitsubishi vehicle at dealer invoice less VIP Customer Incentive. You will need to download the Eligibility Form and take it to the participating dealer of your choice. Proof of employment is required (paycheck stub or company I.D. will suffice). The Eligibility Form explains who you are, what company you work for and how the dealer must cost out your Mitsubishi vehicle. You are to see and sign the invoice of the vehicle you purchase or lease.

If you have any problems/questions, please call our toll free number, 800/709-6672. We will be happy to help you.

THANK YOU FOR CHOOSING MITSUBISHI!

06/01/2018