

HYBRID/GAS LIFECYCLE COMPARISON																		◀ 3-YEAR TOTALS	5-YEAR TOTALS
YEAR	MAKE/MODEL/SERIES	FUEL PRICE	INVOICE	INCENTIVE	DESTINATION	ACQUISITION	MPG	DEPRECIATION	FUEL	REPAIRS	FINANCE	OPPORTUNITY COST	FEES & TAXES	INSURANCE	MAINTENANCE	ADJUSTMENT TYPE	TAX ADJUSTMENT	COST PER MILE	COST PER MILE
2010	CADILLAC ESCALADE LUXURY	2.79	64150	2000	950	63100	12/19	35200	12243	430	7225	1792	4146	6354	2096		0	\$0.83	\$0.73
2010	CADILLAC ESCALADE HYBRID	2.79	68652	2000	950	67602	20/21	38202	8617	430	7739	1667	2221	7401	2468	HYBRID TAX CREDIT	2200	\$0.82	\$0.70
2010	CHEVROLET MALIBU LT	2.79	21579	1000	720	21299	22/33	12649	6804	506	2439	729	1488	3451	1735		0	\$0.35	\$0.34
2010	CHEVROLET MALIBU HYBRID	2.79	24628	500	720	24848	26/34	15398	6057	506	2844	762	165	3465	1735	HYBRID TAX CREDIT	1550	\$0.39	\$0.35
2010	FORD ESCAPE XLT	2.79	21921	1500	725	21146	22/28	11496	7233	506	2420	722	1484	2895	1507		0	\$0.34	\$0.34
2010	FORD ESCAPE HYBRID	2.79	27573	0	725	28298	34/31	15748	5405	506	3240	787	1172	3308	1491	HYBRID TAX CREDIT	750	\$0.38	\$0.37
2010	FORD FUSION SEL	2.79	22347	1000	725	22072	22/31	12922	6959	752	2528	762	1538	3574	2015		0	\$0.36	\$0.34
2010	FORD FUSION HYBRID	2.79	25313	0	725	26038	41/36	14838	4564	814	2981	755	942	3849	2015	HYBRID TAX CREDIT	850	\$0.36	\$0.33
2010	GMC SIERRA 1500 SLE	2.79	29606	2000	995	28601	14/19	13426	11089	676	3275	981	1997	3492	1285		0	\$0.43	\$0.43
2010	GMC SIERRA 1500 HYBRID	2.79	36580	2500	995	35075	21/22	18350	8214	676	4015	1037	216	4876	1413	HYBRID TAX CREDIT	2200	\$0.47	\$0.43
2010	GMC YUKON SLT	2.79	40743	2000	950	39693	14/20	19443	10882	576	4545	1152	2706	3465	1629		0	\$0.53	\$0.52
2010	GMC YUKON HYBRID	2.79	48369	2000	950	47319	21/22	24619	8214	576	5417	1258	971	5673	1629	HYBRID TAX CREDIT	2200	\$0.57	\$0.55
2010	HONDA CIVIC EX	2.79	18903	0	710	19124	25/36	10024	6075	0	2190	664	1350	3441	1558		0	\$0.29	\$0.30
2010	HONDA CIVIC HYBRID	2.79	21904	0	710	22046	40/45	11796	4183	0	2524	642	1532	3365	1429		0	\$0.29	\$0.28
2010	HONDA CIVIC EX	2.79	18903	0	710	19124	25/36	10024	6075	0	2190	664	1350	3441	1558		0	\$0.29	\$0.30
2010	HONDA INSIGHT EX	2.79	20098	0	710	20460	40/43	10860	4264	0	2343	620	1431	3352	1480		0	\$0.28	\$0.27
2010	LEXUS GS 460	3.07	47587	0	875	50575	17/24	24475	9900	361	5791	1414	3313	6226	2934		0	\$0.62	\$0.61
2010	LEXUS GS 450H	3.07	50894	0	875	54243	22/25	27243	8330	361	6211	1418	3538	6253	2898		0	\$0.64	\$0.61
2010	LEXUS IS 250	3.07	29713	0	875	31492	21/29	13392	8080	372	3606	982	2121	4503	2224		0	\$0.39	\$0.42
2010	LEXUS HS 250H HYBRID	3.07	31122	0	875	33000	35/34	15400	5609	270	3778	922	2220	4510	2130		0	\$0.39	\$0.40
2010	LEXUS LS 460 L	3.07	62499	0	875	67275	16/24	34275	10291	401	7703	1720	4342	6868	3008		0	\$0.79	\$0.74
2010	LEXUS LS 600H L	3.07	96832	0	875	101795	20/22	54195	9290	401	11655	2283	6476	8539	2869		0	\$1.11	\$0.97
2010	LEXUS RX 350	3.07	33998	0	875	36709	18/24	14309	9552	306	4203	1091	2474	3438	2675		0	\$0.44	\$0.47
2010	LEXUS RX 450H HYBRID	3.07	39357	0	875	41966	30/28	16866	6666	306	4805	1116	2800	4902	2339		0	\$0.43	\$0.45
2010	MERCEDES-BENZ ML350	3.07	42501	3000	875	40376	16/21	14576	10810	363	4623	1237	2731	4246	3572		0	\$0.48	\$0.54
2010	MERCEDES-BENZ ML450H HYBRID	3.07	51150	1000	875	51025	21/24	19025	8706	642	5841	1402	1140	6240	3380	HYBRID TAX CREDIT	2200	\$0.52	\$0.56
2010	MERCEDES-BENZ S550	3.07	85188	4000	875	82063	15/23	41963	10894	601	9395	2123	7272	7633	3434		0	\$0.94	\$0.86
2010	MERCEDES-BENZ S400HV HYBRID	3.07	81794	1000	875	81669	19/26	41969	8961	363	9350	1933	4083	7441	3434	HYBRID TAX CREDIT	1150	\$0.91	\$0.83
2010	NISSAN ALTIMA SL	2.79	21876	0	720	22596	23/32	12596	6688	659	2588	754	1566	3363	2118		0	\$0.36	\$0.34
2010	NISSAN ALTIMA HYBRID	2.79	25097	0	720	25817	35/33	15767	5169	666	2956	771	-584	3846	2118	HYBRID TAX CREDIT	2350	\$0.38	\$0.35
2010	TOYOTA CAMRY LE	2.79	19820	400	750	20170	22/32	11920	6879	486	2310	705	1418	3016	1777		0	\$0.34	\$0.33
2010	TOYOTA CAMRY HYBRID	2.79	23796	400	750	24146	33/34	12646	5266	486	2764	733	1674	3585	1777		0	\$0.33	\$0.33
2010	TOYOTA HIGHLANDER BASE	2.79	26280	900	800	26180	17/23	11530	9144	665	2997	889	1831	3054	2148		0	\$0.38	\$0.39
2010	TOYOTA HIGHLANDER HYBRID	2.79	31577	800	800	31577	27/25	14127	6758	623	3615	906	2160	3505	2118		0	\$0.38	\$0.40
2010	TOYOTA COROLLA LE	2.79	15419	200	750	15969	26/34	9319	6057	486	1829	615	1153	3329	1615		0	\$0.28	\$0.28
2010	TOYOTA PRIUS II	2.79	21432	0	750	22182	51/48	12432	3550	486	2540	644	1540	3360	2015		0	\$0.30	\$0.28

DIESEL/GAS LIFECYCLE COMPARISON																		◀ 3-YEAR TOTALS	5-YEAR TOTALS
YEAR	MAKE/MODEL/SERIES	FUEL PRICE	INVOICE	INCENTIVE	DESTINATION	ACQUISITION	MPG	DEPRECIATION	FUEL	REPAIRS	FINANCE	OPPORTUNITY COST	FEES & TAXES	INSURANCE	MAINTENANCE	ADJUSTMENT TYPE	TAX ADJUSTMENT	COST PER MILE	COST PER MILE
2010	AUDI A3 2.0T PREMIUM	3.07	26739	1000	825	26564	22/28	13614	7956	410	3041	875	1817	3603	2513		0	\$0.40	\$0.41
2010	AUDI A3 DIESEL 2.0T PREMIUM TDI	3.01	27853	1000	825	27678	30/42	13128	5527	433	3170	805	585	3484	2437	DIESEL TAX CREDIT	1300	\$0.35	\$0.36
2010	AUDI Q7 3.6 PREMIUM	3.07	43617	1500	825	42942	14/20	18892	11969	495	4916	1345	2845	4923	3438		0	\$0.57	\$0.57
2010	AUDI Q7 DIESEL 3.0 PREMIUM	3.01	47337	1500	825	46662	17/25	19312	9581	495	5343	1320	1922	4944	3336	DIESEL TAX CREDIT	1150	\$0.54	\$0.54
2010	CHEVROLET SILVERADO 2500 LT	2.79	28141	3000	995	26136	14/19	13611	11089	806	2993	951	1946	3397	1739		0	\$0.44	\$0.44
2010	CHEVROLET SILVERADO 2500 DIESEL LT	3.01	35529	3000	995	33524	18/24	20999	9382	882	3838	1020	2402	3669	1739		0	\$0.54	\$0.48
2010	GMC SIERRA 2500 SLE	2.79	28527	3000	995	26522	14/19	13997	11089	738	3036	960	1970	3487	1787		0	\$0.45	\$0.44
2010	GMC SIERRA 2500 DIESEL SLE	3.01	35915	3000	995	33910	18/24	21385	9382	882	3882	1034	2425	3891	1787		0	\$0.54	\$0.49
2010	DODGE RAM 2500 ST	2.79	25125	1000	950	25075	12/18	16350	12474	676	2871	1016	1861	3293	3036		0	\$0.53	\$0.49
2010	DODGE RAM 2500 DIESEL ST	3.01	31942	1000	950	31892	15/22	23167	10868	924	3651	1081	2284	3646	2860		0	\$0.61	\$0.53
2010	FORD F-250 XL	2.79	23560	2500	975	22035	14/19	12835	11089	576	2523	921	1679	3841	2289		0	\$0.44	\$0.44
2010	FORD F-250 DIESEL XL	3.01	30063	3000	975	28038	17/24	18838	9724	924	3211	1018	2052	5152	2257		0	\$0.51	\$0.47
2010	HONDA CIVIC EX	2.79	18903	0	710	19124	25/36	10024	6075	0	2190	664	1350	3441	1558		0	\$0.29	\$0.30
2010	HONDA CIVIC CNG GX	3.01	23884	0	710	25031	24/36	15131	4144	0	2866	705	-2284	3841	1426	ADVANCED LEAN BURN CREDIT	4000	\$0.35	\$0.32
2010	MERCEDES-BENZ GL450	3.07	56684	2500	875	55059	13/18	18659	13040	417	6304	1612	3595	5760	4277		0	\$0.60	\$0.66
2010	MERCEDES-BENZ GL350 CDI DIESEL	3.01	55754	2500	875	54129	17/23	16229	9880	495	6196	1485	1734	5317	4817	DIESEL TAX CREDIT	1800	\$0.52	\$0.60
2010	MERCEDES-BENZ ML350	3.07	42501	3000	875	40376	16/21	14576	10810	363	4623	1237	2731	4246	3572		0	\$0.48	\$0.54
2010	MERCEDES-BENZ ML350 CDI DIESEL	3.01	46221	3000	875	44096	18/24	12796	9382	408	5049	1249	2058	4273	3572	DIESEL TAX CREDIT	900	\$0.43	\$0.51
2010	MERCEDES-BENZ R350	3.07	45849	2000	875	44724	15/19	19924	11692	363	5121	1378	2951	5656	3488		0	\$0.59	\$0.62
2010	MERCEDES-BENZ R350 DIESEL	3.01	47244	2000	875	46119	18/24	19219	9382	363	5280	1342	1489	6205	3488	DIESEL TAX CREDIT	1550	\$0.53	\$0.58
2010	VOLKSWAGEN GOLF BASE	2.79	18512	1200	750	18062	23/30	10462	6853	698	2068	683	1287	3435	1871		0	\$0.32	\$0.33
2010	VOLKSWAGEN GOLF TDI DIESEL	3.01	22794	0	750	23544	30/42	13644	5527	782	2695	728	-76	3456	2044	DIESEL TAX CREDIT	1700	\$0.35	\$0.35
2010	VOLKSWAGEN JETTA SE	2.79	20494	1500	750	19744	23/30	10244	6853	814	2260	711	1393	3447	1878		0	\$0.32	\$0.32
2010	VOLKSWAGEN JETTA TDI DIESEL	3.01	22627	0	750	23377	30/42	11677	5527	708	2677	725	313	3571	1815	DIESEL TAX CREDIT	1300	\$0.32	\$0.31
2010	VOLKSWAGEN TOUTAREG	3.07	37247	4000	800	34047	14/20	15497	11969	856	3898	1128	2303	3532	2713		0	\$0.50	\$0.53
2010	VOLKSWAGEN TOUTAREG DIESEL	3.01	40473	2000	800	39273	18/25	19773	9239	856	4497	1116	1469	3547	2647	DIESEL TAX CREDIT	1150	\$0.53	\$0.52

■ VINCENTRIC CALCULATES NINE FACTORS IN ITS LIFECYCLE ANALYSIS: ESTIMATED CAP COST, DEPRECIATION, FEES AND TAXES, FUEL, MAINTENANCE, REPAIRS, INSURANCE, FINANCING AND OPPORTUNITY COST. VINCENTRIC CALCUL