

# AoA/VWGoA Contract Employee Purchase Program

## Program Overview<sup>1</sup>

This program benefits contract employees by working cooperatively with Dealers, trusting them to provide the very best service. If you have a concern regarding your transaction, please contact Program Headquarters directly.

Purchase or lease a new qualifying MY 2016, 2017 or 2018 Audi model (two vehicles per contract employee) under the following discount structure. Please see eligibility requirements below. The transaction also qualifies for any then-current Dealer and/or retail incentives on the model you choose, unless otherwise specified by Audi of America (AoA). Customer must finance or lease their new Audi vehicle through Audi Financial Services (AFS), and eligibility is subject to AFS credit approval.

## Purchase Calculations

\$	Purchase or lease a new MY 2016, 2017 or 2018 Audi
(-)	10% of MSRP
(-)	Any and all current retail incentives
=	Your Purchase Price <sup>2</sup>

So how can you take advantage of this outstanding offer? Take this certificate and head to your local participating Audi Dealer. If you have questions about particular Audi models, financing options or how to locate the Audi Dealer nearest you, visit [www.audiusa.com](http://www.audiusa.com).

## 1. Eligibility

Those eligible to participate in the program include all current and active contract employees of Audi of America, Inc. and Volkswagen Group of America (VWGoA), which includes contract employees of Volkswagen, Lease Plan, Bentley and VW Credit, Inc. Household members of qualifying contract employees are also eligible, but the contract employee must be the primary owner/lessee.

## 2. How it Works

Present this original, unaltered certificate to a participating authorized Audi Dealer in the United States. Once the participating Dealer verifies that you are an eligible purchaser—by referencing the certificate and your government-issued identification—the participating Dealer may sell the eligible vehicle to you at the price that is currently specified by Audi of America under this program.

## 3. Participating Dealers

Participating Dealers may sell or lease the eligible vehicle and may offer you financing or leasing to be negotiated between you and the Dealer. Sales under this program will be eligible for special leasing and financing terms to be determined from time to time by Audi Financial Services. In general, eligible customers under this program will be offered special financing and leasing terms and approval criteria by AFS. Please ask for AFS financing or leasing terms to learn if you qualify.

## 4. Parts and Accessories

The participating Dealer also may sell you parts, accessories, finance and insurance products and other items in the same manner as any other retail purchaser. Participating Dealers may take vehicles in on trade and may acquire and dispose of such vehicles as in any normal retail transaction on such terms as they choose. All the transactions described in this paragraph are strictly between you and your participating Dealer and are to be negotiated solely between you and the Dealer.

## 5. General

In general, unless there has been advance written notice to the contrary, all new MY 2016, 2017 or 2018 Audi vehicles are eligible with the exception of RS3, A5 Sportback, S5 Sportback, RS5, RS7, A8 W12, S8 Plus, R8, and TTRS. Vehicles may be sold at the Dealer's discretion from Dealer stock. Dealer's participation in this program is voluntary. Please be advised that Audi of America may, from time to time, restrict the availability of certain vehicles under this program. In such cases, Audi of America will inform participating Dealers in advance in writing of the terms of such restrictions or incentives, and the Dealer will have to comply with any such terms.

## 6. Incentives

This program is not compatible with Dealer Small Fleet Incentive (DSFI), Audi Courtesy Vehicle Lease (CL & DECL), European Delivery, Employee or Dealer Employee Purchase, Affinity, Friends & Family, VIP & Diplomat Sales, Loyalty Pull Ahead, or A8 Livery Programs. All other national and regional retail incentives (including AFS Special Lease, Premier Purchase and APR rates) can be applied unless otherwise stated in a future program announcement from Audi of America.

## 7. Claims

Audi of America has the right to audit all the records pertaining to this transaction. If Audi of America finds that you violated any terms or falsified any documentation of Audi of America's Employee Purchase Program, Audi of America may cancel your privileges to acquire vehicles under any special Audi of America programs and may, at its discretion, seek to recover any special benefits you received.

## 8. Final Decision

Audi of America's decision is final in all matters relating to this program. Audi of America has the right to amend or cancel this program at any time for any reason.

## 9. Customer Contact

In becoming an Audi customer under the terms of this program, you acknowledge and agree to receive information and other special communications related to Audi products (e.g., Audi welcome kit, Audi Club North America membership application, *Audi Magazine* subscription). We may share your personal information with Audi affiliates, but we require them to limit their use of the information to the purposes for which it was provided.

## 10. Duration

The Audi Employee Purchase Program runs through January 2, 2019, unless otherwise specified and is based on delivery date.

<sup>1</sup> From the publishing date (January 3, 2018), this program can be used for all Audi models, with the exception of RS3, A5 Sportback, S5 Sportback, RS5, RS7, A8 W12, S8 Plus, R8, and TTRS. We may add or remove vehicles from eligibility from time to time by notice to participating Dealers. <sup>2</sup> As with any new vehicle purchase, you are responsible for all taxes, title, licensing, documentary, emission and other fees.

## Contract Employee Use Only:

Name of Purchaser \_\_\_\_\_

Contract Employee

Signature \_\_\_\_\_

## Contract Employee Certificate (Dealer Admin. Use Only)

     

Dealer Code

Dealership Name

Dealership Phone

Salesperson

Salesperson Email

Date of Sale

Contract Employee Name

                   

VIN

☐ Purchase  
☐ Lease

**Dealer Instructions:** The individual presenting this certificate is interested in executing a new MY 2016, 2017 or 2018 Audi Purchase or Lease through the AoA/VWGoA Contract Employee Purchase Program as described in the above certificate. The vehicle is to be sold at MSRP less 10%, subtracting all current retail and Dealer incentives. Trade-in allowance, accessories, insurance, tax, licensing, title costs/fees are to be processed as normal.

**VERIFICATION:** The program is designed to sell vehicles to our employees and their eligible family members. In order to verify

program compliance, the individual must provide an original certificate with the type of certificate preprinted on the form (found in the above box). If the purchase is by an eligible family member, please verify by copying his or her driver's license and describing the individual's relationship to the employee.

**FINANCING:** This program is a "Price of Vehicle" retail offer. Vehicle must be financed through Audi Financial Services and is subject to credit approval.

**COMPENSATION:** These vehicles will count toward all volume bonus programs and payments and salesperson incentives.

Please punch this unit sale code "0" (kind of sale) as you normally would with a retail sale. All sales through the AoA/VWGoA Contract Employee Purchase Program will now need to be reported "sold" with the special program code "CEP." Contact your Area Manager to process the special program code. Please review the Audi of America Incentives Handbook for additional rules, regulations and dealer compensation. If you have any questions regarding the program, please email: [corporatesales@audi.com](mailto:corporatesales@audi.com).

## TO BE COMPLETED BY AUTHORIZED AoA or VWGoA MANAGER:

I hereby verify that \_\_\_\_\_ falls into one of the following categories and is therefore eligible for the AoA VWGoA Contract Employee Purchase Program for Contract Employees.

☐ Audi contract employee currently stationed at a VWGoA facility

☐ VWGoA contract employee currently stationed at a VWGoA facility

AoA or VWGoA Manager Name

AoA or VWGoA Manager Title

Date

AoA or VWGoA Manager Signature

AoA or VWGoA Manager Personnel Number

12.2017-0510