



GUIA RAPIDA PARA VENDEDOR PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



| MODELO | PROMOCIÓN | PAQ | CLIENTE DIAMANTE | | SOCIOS DE NEGOCIO | | | OFERTA COMERCIAL | | | | | | |
|---------------|-------------------------------------------------------------------------------------------|-----------------------|------------------|---------------------------------------------------------------|-------------------|------------|-----------|------------------|----------------------|-----------------------------|--|--|--|--------------|
| | | | CÓDIGO GMF | PRECIO | CÓDIGO GMM | CÓDIGO GMF | PRECIO | 0% CXA GMF | Año de Seguro Gratis | TASA GMF | | | | |
| MATIZ 2015 | PRECIO DE LISTA EN OPERACIONES CON GMF "PLAN ESPECIAL" | A | N/A | N/A | N/A | N/A | N/A | | | 7.9% a 24 M 30% enganche | | | | |
| | | B | | | | | | | | | | | | |
| | PRECIO DE LISTA EN OPERACIONES CON GMF "PLAN MATIZ 1 AÑO DE SEGURO GRATIS" | A | DLCM | \$102,400 | N/A | N/A | N/A | | 1 AÑO GNP | | | | | |
| | | B | | \$107,700 | | | | | | | | | | |
| SPARK 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCWM | \$121,000 | N/A | N/A | N/A | ✓ | 1 AÑO GNP | | | | | |
| | | B | | \$134,100 | | | | | | | | | | |
| | | C | | \$160,300 | | | | | | | | | | |
| | | H | | \$167,300 | | | | | | | | | | |
| AVEO 2015 | PRECIO DE ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCCN | \$150,200 | N/A | N/A | N/A | | | | | | | |
| | | M | | \$154,700 | | | | | | | | | | |
| | | B | | \$171,600 | | | | | | | | | | |
| | | J | | \$174,600 | | | | | | | | | | |
| | | F | | \$172,600 | | | | | | | | | | |
| | | C | | \$187,600 | | | | | | | | | | |
| D | \$196,600 | | | | | | | | | | | | | |
| E | \$210,500 | | | | | | | | | | | | | |
| SONIC 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCCN | \$181,000 | N/A | N/A | N/A | | | | | | | |
| | | D | | \$201,900 | | | | | | | | | | |
| | | E | | \$217,000 | | | | | | | | | | |
| | | F | | \$233,800 | | | | | | | | | | |
| SONIC RS 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | H | N/A | N/A | F2S | N/A | \$249,600 | | | | | | | |
| | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | H | N/A | N/A | F2T | N/A | \$255,600 | | 1 AÑO QUALITAS | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | H | DCWM | \$258,400 | | XSWM | \$255,600 | ✓ | 1 AÑO QUALITAS | 9.9% a 24 M 35% enganche | | | | |
| CRUZE 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B D E K | N/A | N/A | N/A | N/A | N/A | | | | | | | |
| | PRECIO ESPECIAL EN OPERACIONES DE FINANCIAMIENTO 1 AÑO DE SEGURO GRATIS EXCLUSIVO CON GMF | B D E K | DCCX | \$236,100 \$247,400 \$272,000 \$302,200 | | | | | | | | | | 1 AÑO ABA |
| CRUZE 2015.5 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | M A J F G | N/A | N/A | N/A | N/A | N/A | | 1 AÑO ABA | | | | | |
| | | | | | | | | | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | M A J F G | DCCM | \$207,900 \$227,200 \$250,000 \$266,400 \$295,600 | | | | | 1 AÑO ABA | 0% a 6 M 35% enganche | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| MALIBU 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | L C N G | DCTM | \$302,100 \$345,400 \$361,600 \$400,000 | N/A | N/A | N/A | 1.5% CXA GMF | 1 AÑO QUALITAS | | | | | |
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GUIA RAPIDA PARA VENDEDOR PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



| MODELO | PROMOCIÓN | PAQ | CLIENTE DIAMANTE | | SOCIOS DE NEGOCIO | | | OFERTA COMERCIAL | | | |
|------------------------------|---------------------------------------------------------------------|-------------|------------------|-----------|-------------------|------------|-----------|------------------|----------------------|----------------|-----------------------------|
| | | | CÓDIGO GMF | PRECIO | CÓDIGO GMM | CÓDIGO GMF | PRECIO | 0% CXA GMF | Año de Seguro Gratis | TASA GMF | |
| CAMARO 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCWN | \$398,100 | F2S | HSWN | \$386,400 | ✓ | | | |
| | | B | | \$515,700 | | | \$500,600 | | | | |
| | | C | | \$535,900 | | | \$520,100 | | | | |
| | | D | | \$600,600 | | | \$583,200 | | | | |
| TRAX 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | N/A | N/A | N/A | N/A | N/A | | 1 AÑO ZURICH | | |
| | | B | | | | | | | | | |
| | | C | | | | | | | | | |
| | | D | | | | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | DCMM | \$227,700 | F2T | N/A | N/A | N/A | ✓ | 1 AÑO ZURICH | 0% a 18 M 35% enganche |
| | | B | | \$255,900 | | | | | | | |
| | | C | | \$301,000 | | | | | | | |
| | | D | | \$323,300 | | | | | | | |
| CAPTIVA 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | N/A | N/A | F2T | N/A | N/A | | 1 AÑO QUALITAS | | |
| | | B | | | | | | | | | |
| | | D | | | | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | DCWM | \$302,100 | F2S | WSWM | N/A | N/A | ✓ | 1 AÑO QUALITAS | 0% a 18 M 35% enganche |
| | | B | | \$366,400 | | | | | | | |
| | | D | | \$388,400 | | | | | | | |
| TRAVERSE 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | N/A | N/A | F2T | N/A | N/A | | 1 AÑO ABA | | |
| | | B | | | | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | B | DCCM | \$543,300 | F2U | WSCM | N/A | N/A | | 1 AÑO ABA | 0% a 18 M 35% enganche |
| | | B | | | | | | | | | |
| TORNADO 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | N/A | N/A | F2S | N/A | N/A | | | | |
| | | B | | | | | | | | | |
| | | C | | | | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | DCZN | \$177,900 | F2S | XSZN | N/A | N/A | ✓ | | 9.9% a 24 M 35% enganche |
| | | B | | \$191,600 | | | | | | | |
| | | C | | \$216,100 | | | | | | | |
| COLORADO 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | Q | DLCN | \$405,800 | F2U | HSCN | N/A | | | | |
| | | T | | \$465,900 | | | | | | | |
| | | V | | \$477,300 | | | | | | | |
| SILVERADO 1500 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | D | DCCN | \$235,700 | N/A | N/A | N/A | | | | |
| | | E | | \$242,200 | | | | | | | |
| | | F | | \$267,000 | | | | | | | |
| | | G | | \$267,000 | | | | | | | |
| SILVERADO 2500 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCCN | \$301,900 | F2S | HSCN | N/A | | | | |
| | | J | | \$301,900 | | | | | | | |
| | | B | | \$327,500 | | | | | | | |
| | | K | | \$327,500 | | | | | | | |
| | | A (CAB EXT) | | \$374,300 | | | | | | | |
| | | E | | \$393,300 | | | | | | | |
| | | F | | \$419,800 | | | | | | | |
| CHEYENNE CABINA REGULAR 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | N | DCCN | \$444,100 | F2S | HSCN | N/A | | | | |
| | | P | | \$489,200 | | | | | | | |
| | | C | | \$444,100 | | | | | | | |
| | | H | | \$489,200 | | | | | | | |
| | | H | | \$489,200 | | | | | | | |



GUIA RAPIDA PARA VENDEDOR PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



CHEVROLET

| MODELO | PROMOCIÓN | PAQ | CLIENTE DIAMANTE | | SOCIOS DE NEGOCIO | | | OFERTA COMERCIAL | | |
|----------------------------|---------------------------------------------------------------------|-----|------------------|-----------|-------------------|------------|-----------|------------------|----------------------|---------------------------|
| | | | CÓDIGO GMF | PRECIO | CÓDIGO GMM | CÓDIGO GMF | PRECIO | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| CHEYENNE DOBLE CABINA 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | | \$605,100 | | | \$578,400 | | | |
| | | C | DCCN | \$665,400 | F2S | HSCN | \$636,000 | | | |
| | | G | | \$717,200 | | | \$685,500 | | | |
| TAHOE 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | | \$691,900 | | | | | | |
| | | C | DLCN | \$749,200 | N/A | N/A | N/A | | | |
| | | D | | \$776,000 | | | | | | |
| | | F | | \$841,300 | | | | | | |
| SUBURBAN 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCCN | \$685,900 | | | | | | |
| | | B | | \$802,500 | | | | | | |
| | | C | DLCN | \$829,100 | N/A | N/A | N/A | | | |
| | | D | | \$893,500 | | | | | | |
| EXPRESS CARGO 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | DLCN | \$459,900 | N/A | N/A | N/A | | | |
| EXPRESS PASSENGER 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | D | | \$492,900 | | | | | | |
| | | L | DLCN | \$501,200 | N/A | N/A | N/A | | | |
| | | C | | \$604,000 | | | | | | |
| EXPRESS CUTAWAY 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | DLCN | \$455,600 | N/A | N/A | N/A | | | |
| SILVERADO 3500 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | | \$400,900 | | | | | | |
| | | C | DLCN | \$415,800 | N/A | N/A | N/A | | | |
| SPARK EV 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | N/A | \$391,000 | N/A | N/A | N/A | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | DCCN | \$391,000 | N/A | N/A | N/A | | | 0% a 36 M 35% enganche |



GUIA PARA ADMINISTRACIÓN DE VENTAS PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



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|---------------|-------------------------------------------------------------------------------------------|-----------------------|------------------|---------------------------------------------------------------|-------------------|------------|--------------|------------|------------------|----------------------|-----------------------------|-----------|
| | | | CÓDIGO GMF | PRECIO | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN | PRECIO | 0% CXA GMF | Año de Seguro Gratis | TASA GMF | |
| MATIZ 2015 | PRECIO DE LISTA EN OPERACIONES CON GMF "PLAN ESPECIAL" | A | N/A | N/A | N/A | N/A | N/A | N/A | | | 7.9% a 24 M 30% enganche | |
| | | B | | | | | | | | | | |
| | PRECIO DE LISTA EN OPERACIONES CON GMF "PLAN MATIZ 1 AÑO DE SEGURO GRATIS" | A | DLCM | \$102,400 | | | | | | 1 AÑO GNP | | |
| | | | B | | | | | | | | | \$107,700 |
| SPARK 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCWM | \$121,000 | N/A | N/A | N/A | N/A | ✓ | 1 AÑO GNP | | |
| | | | | B | | | | | | | | \$134,100 |
| | | | | C | | | | | | | | \$160,300 |
| | | | | G | | | | | | | | \$167,300 |
| | H | \$167,300 | | | | | | | | | | |
| AVEO 2015 | PRECIO DE ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCCN | \$150,200 | N/A | N/A | N/A | N/A | | | | |
| | | | | M | | | | | | | | \$154,700 |
| | | | | B | | | | | | | | \$171,600 |
| | | | | J | | | | | | | | \$174,600 |
| | | | | F | | | | | | | | \$172,600 |
| | | | | C | | | | | | | | \$187,600 |
| | D | \$196,600 | | | | | | | | | | |
| | E | \$210,500 | | | | | | | | | | |
| SONIC 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCCN | \$181,000 | N/A | N/A | N/A | N/A | | | | |
| | | | | D | | | | | | | | \$201,900 |
| | | | | E | | | | | | | | \$217,000 |
| | | | | F | | | | | | | | \$233,800 |
| SONIC RS 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | H | N/A | N/A | F25 | N/A | (\$12,061) | \$249,600 | | | | |
| | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | H | N/A | N/A | F2T | N/A | (\$7,199) | \$255,600 | | 1 AÑO QUALITAS | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | H | DCWM | \$258,400 | | XSWM | (\$7,199) | \$255,600 | ✓ | 1 AÑO QUALITAS | 9.9% a 24 M 35% enganche | |
| CRUZE 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B D E K | N/A | N/A | N/A | N/A | N/A | N/A | | | | |
| | PRECIO ESPECIAL EN OPERACIONES DE FINANCIAMIENTO 1 AÑO DE SEGURO GRATIS EXCLUSIVO CON GMF | B D E K | DCCX | \$236,100 \$247,400 \$272,000 \$302,200 | | | | | | | | |
| CRUZE 2015.5 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | M A J F G | N/A | N/A | N/A | N/A | N/A | N/A | | 1 AÑO ABA | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | M A J F G | DCCM | \$207,900 \$227,200 \$250,000 \$266,400 \$295,600 | | | | | | | | |
| MALIBU 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | L | DCTM | \$302,100 | N/A | N/A | N/A | N/A | 1.5% CXA GMF | 1 AÑO QUALITAS | | |
| | | | | C | | | | | | | | \$345,400 |
| | | | | N | | | | | | | | \$361,600 |
| | | | | G | | | | | | | | \$400,000 |
| CAMARO 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | DCWN | \$398,100 | F25 | HSWN | (\$19,757) | \$386,400 | ✓ | | | |
| | | | | B | | | \$515,700 | (\$17,531) | | | | \$500,600 |
| | | | | C | | | \$535,900 | (\$17,147) | | | | \$520,100 |
| | | | | D | | | \$600,600 | (\$16,186) | | | | \$583,200 |



GUIA PARA ADMINISTRACIÓN DE VENTAS PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



| MODELO | PROMOCIÓN | PAQ | CLIENTE DIAMANTE | | SOCIOS DE NEGOCIO | | | | OFERTA COMERCIAL | | |
|------------------------------|---------------------------------------------------------------------|------------------|------------------|--------------------------------------------------|-------------------|------------|----------------------------------------|-------------------------------------|------------------|----------------------|-----------------------------|
| | | | CÓDIGO GMF | PRECIO | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN | PRECIO | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| TRAX 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A B C D | N/A | N/A | N/A | N/A | N/A | N/A | | 1 AÑO ZURICH | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A B C D | DCCM | \$227,700 \$255,900 \$301,000 \$323,300 | | | | | ✓ | 1 AÑO ZURICH | 0% a 18 M 35% enganche |
| CAPTIVA 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A B D | N/A | N/A | F2T | N/A | (\$19,205) (\$19,312) (\$17,788) | \$295,100 \$357,100 \$378,600 | | 1 AÑO QUALITAS | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A B D | DCWM | \$302,100 \$366,400 \$388,400 | | N/A | (\$19,205) (\$19,312) (\$17,788) | \$295,100 \$357,100 \$378,600 | ✓ | 1 AÑO QUALITAS | 0% a 18 M 35% enganche |
| TRAVERSE 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | N/A | N/A | F2T | N/A | (\$33,952) | \$535,300 | | 1 AÑO ABA | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | B | DCCM | \$543,300 | | WSCM | (\$33,952) | \$535,300 | | 1 AÑO ABA | 0% a 18 M 35% enganche |
| TORNADO 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A B C | N/A | \$177,900 \$191,600 \$216,100 | F2S | N/A | (\$15,572) (\$15,494) (\$15,523) | \$173,900 \$187,400 \$211,300 | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A B C | DCCN | \$177,900 \$191,600 \$216,100 | | XSZN | (\$15,572) (\$15,494) (\$15,523) | \$173,900 \$187,400 \$211,300 | ✓ | | 9.9% a 24 M 35% enganche |
| COLORADO 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | Q | | \$405,800 | F2U | HSCN | - | \$396,700 | | | |
| | | T | | \$465,900 | | | - | \$445,400 | | | |
| | | V | | \$477,300 | | | - | \$456,200 | | | |
| SILVERADO 1500 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | D | | \$235,700 | | | | | | | |
| | | E | DCCN | \$242,200 | N/A | N/A | N/A | N/A | | | |
| | | F | | \$267,000 | | | | | | | |
| | | G | | \$267,000 | | | | | | | |
| SILVERADO 2500 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | | \$301,900 | | | (\$73,356) | \$270,200 | | | |
| | | J | | \$301,900 | | | (\$73,356) | \$270,200 | | | |
| | | B | | \$327,500 | | | (\$72,007) | \$296,300 | | | |
| | | K | DCCN | \$327,500 | F2S | HSCN | (\$72,007) | \$296,300 | | | |
| | | A (CAB EXT) | | \$374,300 | | | (\$18,435) | \$373,900 | | | |
| | | E | | \$393,300 | | | (\$76,153) | \$362,400 | | | |
| CHEYENNE CABINA REGULAR 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | N | | \$444,100 | | | (\$21,664) | \$438,900 | | | |
| | | P | DCCN | \$489,200 | F2S | HSCN | (\$21,784) | \$483,400 | | | |
| | | C | | \$444,100 | | | (\$21,664) | \$438,900 | | | |
| | | H | | \$489,200 | | | (\$21,784) | \$483,400 | | | |
| CHEYENNE DOBLE CABINA 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | | \$605,100 | | | (\$21,656) | \$578,400 | | | |
| | | C | DCCN | \$665,400 | F2S | HSCN | (\$21,708) | \$636,000 | | | |
| | | G | | \$717,200 | | | (\$21,654) | \$685,500 | | | |
| TAHOE 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | | \$691,900 | | | | | | | |
| | | C | | \$749,200 | N/A | N/A | N/A | N/A | | | |
| | | D | DCCN | \$776,000 | | | | | | | |
| | | F | | \$841,300 | | | | | | | |
| SUBURBAN 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | | \$685,900 | | | | | | | |
| | | B | DCCN | \$802,500 | | | | | | | |
| | | C | | \$829,100 | N/A | N/A | N/A | N/A | | | |
| | | D | DCCN | \$893,500 | | | | | | | |



**GUIA PARA ADMINISTRACIÓN DE VENTAS
PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



| MODELO | PROMOCIÓN | PAQ | CLIENTE DIAMANTE | | SOCIOS DE NEGOCIO | | | | OFERTA COMERCIAL | | |
|-------------------------------|---------------------------------------------------------------------|-------------|------------------|-------------------------------------|-------------------|------------|--------------|--------|------------------|----------------------|---------------------------|
| | | | CÓDIGO GMF | PRECIO | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN | PRECIO | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| EXPRESS CARGO 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | DLCN | \$459,900 | N/A | N/A | N/A | N/A | | | |
| EXPRESS PASSENGER 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | D L C | DLCN | \$492,900 \$501,200 \$604,000 | N/A | N/A | N/A | N/A | | | |
| EXPRESS CUTAWAY 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | DLCN | \$455,600 | N/A | N/A | N/A | N/A | | | |
| SILVERADO 3500 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A C | DLCN | \$400,900 \$415,800 | N/A | N/A | N/A | N/A | | | |
| SPARK EV 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | N/A | N/A | N/A | N/A | N/A | N/A | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | DCCN | \$391,000 | N/A | N/A | N/A | N/A | | | 0% a 36 M 35% enganche |



PLANES CLIENTE DIAMANTE GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | | NOTAS |
|---------------|---------------------|---------------------------------------------------------|--------------------------------------------------------------------------------------------------|--------|--------------------------|--------------|--------------|--------|--------------------------------------------------------------|
| | | | | | 5% - 9.99% | 10% - 19.99% | 20% - 34.99% | 35% + | |
| MATIZ 2015 | DLCM | DLCM PLAN DIAMANTE MATIZ 1ASG (6-72M/30%) #KGA | 2.5% Comisión x Apertura Tasa Estandar 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 14.19% | 13.19% | 12.49% | Aplica Inversiones iniciales minimas de 10,20 y 30% |
| | | | | 18 | | 14.29% | 13.29% | 12.69% | |
| | | | | 24 | | 14.29% | 13.29% | 12.69% | |
| | | | | 36 | | 14.39% | 13.39% | 12.89% | |
| | | | | 48 | | 14.49% | 13.49% | 13.09% | |
| | | | | 60 | | 15.39% | 13.99% | 13.29% | |
| 72 | | | 14.99% | 13.79% | | | | | |
| SPARK 2015 | DCWM | DCWM CLIENTE DIAMANTE (6-72M-30%) #AGA | 0% Comisión x Apertura Tasa Estandar 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 14.19% | 13.19% | 12.49% | Aplica Inversiones iniciales minimas de 10,20 y 30% |
| | | | | 18 | | 14.29% | 13.29% | 12.69% | |
| | | | | 24 | | 14.29% | 13.29% | 12.69% | |
| | | | | 36 | | 14.39% | 13.39% | 12.89% | |
| | | | | 48 | | 14.49% | 13.49% | 13.09% | |
| | | | | 60 | | 15.39% | 13.99% | 13.29% | |
| 72 | | | 14.99% | 13.79% | | | | | |
| SONIC RS 2015 | DCWM | DCWM PLAN DIAMANTE (6-72M-35%) #AGA | 0% Comisión x Apertura Tasa 9.90% a 24 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 9.85% | 8.19% | 6.70% | |
| | | | | 18 | | 10.89% | 9.36% | 8.15% | |
| | | | | 24 | | 11.43% | 9.97% | 8.90% | |
| | | | | 36 | | 11.99% | 10.60% | 9.67% | |
| | | | | 48 | | 12.33% | 10.95% | 10.16% | |
| | | | | 60 | | 13.53% | 12.14% | 10.92% | |
| 72 | | | 13.10% | 11.44% | | | | | |
| CRUZE 2015 | DCCX | DCCX CLIENTE DIAMANTE CRUZE 2015 (6-72M-30%)#KGA | 2.5% Comisión x Apertura Tasa Estandar 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 14.19% | 13.19% | 12.49% | Aplica Inversiones iniciales minimas de 10,20 y 30% |
| | | | | 18 | | 14.29% | 13.29% | 12.69% | |
| | | | | 24 | | 14.29% | 13.29% | 12.69% | |
| | | | | 36 | | 14.39% | 13.39% | 12.89% | |
| | | | | 48 | | 14.49% | 13.49% | 13.09% | |
| | | | | 60 | | 15.39% | 13.99% | 13.29% | |
| 72 | | | 14.99% | 13.79% | | | | | |
| CRUZE 2015.5 | DCCM | DCCM SUBS CRUZE 2015.5 & 2016 (6-72M-35%) #KGA | 2.5% Comisión x Apertura Tasa 0% a 6 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 8.36% | 6.52% | 4.64% | |
| | | | | 18 | | 9.86% | 8.21% | 6.72% | |
| | | | | 24 | | 10.64% | 9.08% | 7.80% | |
| | | | | 30 | | 11.11% | 9.62% | 8.47% | |
| | | | | 36 | | 11.44% | 9.98% | 8.91% | |
| | | | | 48 | | 11.90% | 10.47% | 9.58% | |
| 60 | | 13.18% | 11.75% | 10.44% | | | | | |
| 72 | | | 12.76% | 11.02% | | | | | |
| MALIBU 2015 | DCTM | DCTM CLIENTE DIAMANTE MALIBU (6-72M-30%) #GGA | 1.5% Comisión x Apertura Tasa Estandar 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | 15.19% | 14.19% | 13.19% | 12.49% | Aplica Inversiones iniciales minimas de 10,20 y 30% |
| | | | | 18 | 15.29% | 14.29% | 13.29% | 12.69% | |
| | | | | 24 | 15.29% | 14.29% | 13.29% | 12.69% | |
| | | | | 36 | 15.39% | 14.39% | 13.39% | 12.89% | |
| | | | | 48 | 15.49% | 14.49% | 13.49% | 13.09% | |
| | | | | 60 | 16.39% | 15.39% | 13.99% | 13.29% | |
| 72 | | | 14.99% | 13.79% | | | | | |
| CAMARO 2015 | DCWN | DCWN CLIENTE DIAMANTE CAMARO (6-72M-30%) #AGA | 0% Comisión x Apertura Tasa Estandar No Aplica Sobretasa | 12 | 15.19% | 14.19% | 13.19% | 12.49% | Aplica Inversiones iniciales minimas de 10,20 y 30% |
| | | | | 18 | 15.29% | 14.29% | 13.29% | 12.69% | |
| | | | | 24 | 15.29% | 14.29% | 13.29% | 12.69% | |
| | | | | 36 | 15.39% | 14.39% | 13.39% | 12.89% | |
| | | | | 48 | 15.49% | 14.49% | 13.49% | 13.09% | |
| | | | | 60 | 15.39% | 15.39% | 13.99% | 13.29% | |
| 72 | | | 14.99% | 13.79% | | | | | |



**PLANES CLIENTE DIAMANTE GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | | NOTAS |
|---------------------------|---------------------|------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|--------|--------------------------|--------------|--------------|--------|-------|
| | | | | | 5% - 9.99% | 10% - 19.99% | 20% - 34.99% | 35% + | |
| TRAX 2015 | DCMM | DCMM SUBS TRAX MY15 & MY16 (6-60M-10%) #KGA | 0% Comisión x Apertura Tasa 0% a 18 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | -0.84% | 0.00% | 0.00% | |
| | | | | 18 | | 3.48% | 0.00% | 0.00% | |
| | | | | 24 | | 5.73% | 3.57% | 0.98% | |
| | | | | 36 | | 8.04% | 6.17% | 4.20% | |
| | | | | 48 | | 9.27% | 7.53% | 5.94% | |
| | | | | 60 | | 10.99% | 9.30% | 7.44% | |
| 72 | | | 10.65% | 8.45% | | | | | |
| CAPTIVA 2015 | DCWM | DCWM CLIENTE DIAMANTE CAPTIVA 2015 (6/72M-35%)#AGA | 0% Comisión x Apertura Tasa 0% a 18 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | 5.31% | 4.31% | 0.00% | 0.00% | |
| | | | | 18 | 5.31% | 4.31% | 1.97% | 0.00% | |
| | | | | 24 | 7.37% | 6.37% | 4.29% | 1.87% | |
| | | | | 36 | 9.48% | 8.48% | 6.67% | 4.82% | |
| | | | | 48 | 10.62% | 9.62% | 7.91% | 6.41% | |
| | | | | 60 | 12.27% | 11.27% | 9.62% | 7.83% | |
| 72 | | | 10.92% | 8.78% | | | | | |
| TRAVERSE 2015 | DCCM | DCCM PLAN DIAMANTE TRAVERSE (6-72M/35%) #KGA | 2.5% Comisión x Apertura Tasa 0% a 18 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 4.31% | 0.00% | 0.00% | |
| | | | | 18 | | 4.31% | 1.97% | 0.00% | |
| | | | | 24 | | 6.37% | 4.29% | 1.87% | |
| | | | | 36 | | 8.48% | 6.67% | 4.82% | |
| | | | | 48 | | 9.62% | 7.91% | 6.41% | |
| | | | | 60 | | 11.27% | 9.62% | 7.83% | |
| 72 | | | 10.92% | 8.78% | | | | | |
| TORNADO 2015 | DCZN | DCZN PLAN SUBS TORNADO(6-60M 10%) # AGA | 0% Comisión x Apertura Tasa 8.9% a 24 Meses No Aplica Sobretasa | 12 | | 9.85% | 8.19% | 6.70% | |
| | | | | 18 | | 10.89% | 9.36% | 8.15% | |
| | | | | 24 | | 11.43% | 9.97% | 8.90% | |
| | | | | 30 | | 11.76% | 10.35% | 9.36% | |
| | | | | 36 | | 11.99% | 10.60% | 9.67% | |
| | | | | 48 | | 12.33% | 10.95% | 10.16% | |
| 60 | | 13.53% | 12.14% | 10.92% | | | | | |
| 72 | | | 13.10% | 11.44% | | | | | |
| SPARK EV 2015 | DCCN | DCCN SUBS SPARK EV MY15 (6-72M-35%) #KGA | 2.5% Comisión x Apertura Tasa 0% a 36 Meses No Aplica Sobretasa | 12 | | 0.00% | 0.00% | 0.00% | |
| | | | | 18 | | 0.00% | 0.00% | 0.00% | |
| | | | | 24 | | 0.39% | 0.00% | 0.00% | |
| | | | | 36 | | 4.34% | 2.01% | 0.00% | |
| | | | | 48 | | 6.41% | 4.31% | 1.92% | |
| | | | | 60 | | 8.61% | 6.64% | 4.13% | |
| 72 | | | 8.34% | 5.61% | | | | | |
| MODELOS CON PLAN ESTANDAR | DCCN DLCN | DCCN CLIENTE DIAMANTE (6/72M-30%) #KGA DLCN CLIENTE DIAMANTE (6/72M-30%) #KGA | 2.5% Comisión x Apertura Tasa Estandar No aplica en unidades con incentivos especiales Incluye unidades Demo | 12 | | 14.19% | 13.19% | 12.49% | |
| | | | | 18 | | 14.29% | 13.29% | 12.69% | |
| | | | | 24 | | 14.29% | 13.29% | 12.69% | |
| | | | | 36 | | 14.39% | 13.39% | 12.89% | |
| | | | | 48 | | 14.49% | 13.49% | 13.09% | |
| | | | | 60 | | 15.39% | 13.99% | 13.29% | |
| 72 | | | 14.99% | 13.79% | | | | | |

Estos planes financiados con GMF consideran:

- 3% de comisión base al Distribuidor (ver boletín 143 de 2014)
- 10% de comisión sobre Prima neta en seguro del auto (ver boletín 143 de 2014)
- Aplica programa de Club Royal Elite (Excepto para Plan Empleados Distribuidores, Flotillas)
- Unidades Demostración aplica solo con Plan Personalizado
- Tasas definidas para perfil A de Cliente
- Las Tasas definidas para perfil B son 0.25 puntos porcentuales mayor al perfil A
- Las Tasas definidas para perfil C son de 2 puntos porcentuales mayor al perfil A
- Cualquier contrato que GMF llegue a comprar y se identifique el incumplimiento en los requerimientos especificados en la guía rápida para el vendedor, traerá como consecuencia el cobro directo sobre las comisiones, mismas que GMF transfiere a favor de los distribuidores al cierre cada mes.

Aplica Inversiones iniciales mínimas de 10,20 y 30%



PLANES SOCIO DE NEGOCIO GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | | NOTAS |
|---------------------------|---------------------|--------------------------------------------------------|--------------------------------------------------------------------------------------------------|--------|--------------------------|--------------|--------------|--------|--------------------------------------------------------------|
| | | | | | 5% - 9.99% | 10% - 19.99% | 20% - 34.99% | 35% + | |
| SONIC RS 2015 | XSWM | XSWM TASA ESPECIAL SONIC 2015 (6/72M-35%) #AMA | 0% Comisión x Apertura Tasa 9.90% a 24 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 10.85% | 9.19% | 7.70% | |
| | | | | 18 | | 11.89% | 10.36% | 9.15% | |
| | | | | 24 | | 12.43% | 10.97% | 9.90% | |
| | | | | 36 | | 12.99% | 11.60% | 10.67% | |
| | | | | 48 | | 13.33% | 11.95% | 11.16% | |
| | | | | 60 | | 14.53% | 13.14% | 11.92% | |
| 72 | | | 14.10% | 12.44% | | | | | |
| CAMARO 2015 | HSWN | HSWN PERSONALIZADO CAMARO 2015 (6-72M-30%) #AMA | 0% Comisión x Apertura Tasa Estandar No Aplica Sobretasa | 12 | 16.19% | 15.19% | 14.19% | 13.49% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | 16.29% | 15.29% | 14.29% | 13.69% | |
| | | | | 24 | 16.29% | 15.29% | 14.29% | 13.69% | |
| | | | | 36 | 16.39% | 15.39% | 14.39% | 13.89% | |
| | | | | 48 | 16.49% | 15.49% | 14.49% | 14.09% | |
| | | | | 60 | 16.39% | 16.39% | 14.99% | 14.29% | |
| 72 | | | 15.99% | 14.79% | | | | | |
| CAPTIVA 2015 | WSWM | WSWM SUBS CAPTIVA 2015 35%(6/72m) #AMA | 0% Comisión x Apertura Tasa 0% a 18 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | 6.31% | 5.31% | 0.00% | 0.00% | |
| | | | | 18 | 6.31% | 5.31% | 2.97% | 0.00% | |
| | | | | 24 | 8.37% | 7.37% | 5.29% | 2.87% | |
| | | | | 36 | 10.48% | 9.48% | 7.67% | 5.82% | |
| | | | | 48 | 11.62% | 10.62% | 8.91% | 7.41% | |
| | | | | 60 | 13.27% | 12.27% | 10.62% | 8.83% | |
| 72 | | | 11.92% | 9.78% | | | | | |
| TRAVERSE 2015 | WSCM | WSCM SUBS TRAVERSE 2015 35%(6/72m) #KMA | 2.5% Comisión x Apertura Tasa 0% a 18 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 5.31% | 0.00% | 0.00% | |
| | | | | 18 | | 5.31% | 2.97% | 0.00% | |
| | | | | 24 | | 7.37% | 5.29% | 2.87% | |
| | | | | 36 | | 9.48% | 7.67% | 5.82% | |
| | | | | 48 | | 10.62% | 8.91% | 7.41% | |
| | | | | 60 | | 12.27% | 10.62% | 8.83% | |
| 72 | | | 11.92% | 9.78% | | | | | |
| TORNADO 2015 | XSZN | XSZN PLAN SUBS TORNADO(6-60M 10%) # AMA | 0% Comisión x Apertura Tasa 9.9% a 24 Meses No Aplica Sobretasa | 12 | | 10.85% | 9.19% | 7.70% | |
| | | | | 18 | | 11.89% | 10.36% | 9.15% | |
| | | | | 24 | | 12.43% | 10.97% | 9.90% | |
| | | | | 30 | | 12.76% | 11.35% | 10.36% | |
| | | | | 36 | | 12.99% | 11.60% | 10.67% | |
| | | | | 48 | | 13.33% | 11.95% | 11.16% | |
| 60 | | 14.53% | 13.14% | 11.92% | | | | | |
| 72 | | | 14.10% | 12.44% | | | | | |
| MODELOS CON PLAN ESTANDAR | HSCN | HSCN PLAN PERSONALIZADO (6-72M-30%) #KMA | 2.5% Comisión x Apertura Tasa Estandar No aplica en unidades con incentivos especiales | 12 | | 15.19% | 14.19% | 13.49% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | | 15.29% | 14.29% | 13.69% | |
| | | | | 24 | | 15.29% | 14.29% | 13.69% | |
| | | | | 36 | | 15.39% | 14.39% | 13.89% | |
| | | | | 48 | | 15.49% | 14.49% | 14.09% | |
| | | | | 60 | | 16.39% | 14.99% | 14.29% | |
| 72 | | | 15.99% | 14.79% | | | | | |

Estos planes financiados con GMF consideran:

- 3% de comisión base al Distribuidor (ver boletín 143 de 2014)
- 10% de comisión sobre Prima neta en seguro del auto (ver boletín 143 de 2014)
- Aplica programa de Club Royal Elite (Excepto para Plan Empleados Distribuidores, Flotillas)
- Unidades Demostración aplica solo con Plan Personalizado
- Tasas definidas para perfil A de Cliente
- Las Tasas definidas para perfil B son 0.25 puntos porcentuales mayor al perfil A
- Las Tasas definidas para perfil C son de 2 puntos porcentuales mayor al perfil A
- Cualquier contrato que GMF llegue a comprar y se identifique el incumplimiento en los requerimientos especificados en la guía rápida para el vendedor, traerá como consecuencia el cobro directo sobre las comisiones, mismas que GMF transfiere a favor de los distribuidores al cierre cada mes.



**GUIA RAPIDA PARA VENDEDOR PLAN UBER
PLANES APPLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



| MODELO | PROMOCIÓN | PAQ | MENUDEO | | | | PLAN UBER | | | |
|---------------|------------------------------------------------------------|-----------|------------|------------|-----------------|------------|--------------|------------|----------------------|----------|
| | | | CÓDIGO GMM | CÓDIGO GMF | PRECIO DE LISTA | DESCUENTO | PRECIO FINAL | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| CRUZE 2015.5 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | M | MXU | N/A | \$250,200 | (\$38,100) | \$212,100 | | 1 AÑO | QUALITAS |
| | | A | | | \$263,300 | (\$31,500) | \$231,800 | | | |
| | | J | | | \$308,500 | (\$53,400) | \$255,100 | | | |
| | | F | | | \$317,300 | (\$45,500) | \$271,800 | | | |
| | | G | | | \$337,200 | (\$35,600) | \$301,600 | | | |
| CRUZE 2015.5 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | M | MXV | TCCN | \$250,200 | (\$38,100) | \$212,100 | | | |
| | | A | | | \$263,300 | (\$31,500) | \$231,800 | | | |
| | | J | | | \$308,500 | (\$53,400) | \$255,100 | | | |
| | | F | | | \$317,300 | (\$45,500) | \$271,800 | | | |
| | | G | | | \$337,200 | (\$35,600) | \$301,600 | | | |
| MALIBU 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | L | MXV | TCCN | \$348,900 | (\$40,600) | \$308,300 | | | |
| | | C | | | \$390,700 | (\$38,300) | \$352,400 | | | |
| | | N | | | \$407,700 | (\$38,700) | \$369,000 | | | |
| | | G | | | \$448,200 | (\$40,000) | \$408,200 | | | |
| TRAVERSE 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | MXV | TCCN | \$627,400 | (\$73,000) | \$554,400 | | | |
| TAHOE 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | N/A | TCCN | \$706,000 | \$0 | \$706,000 | | | |
| | | C | | | \$764,500 | \$0 | \$764,500 | | | |
| | | D | | | \$791,800 | \$0 | \$791,800 | | | |
| | | F | | | \$858,500 | \$0 | \$858,500 | | | |
| SUBURBAN 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | MXV | TCCN | \$751,900 | (\$52,000) | \$699,900 | | | |
| | | B | N/A | TCCN | \$818,900 | \$0 | \$818,900 | | | |
| | C | \$846,000 | | | \$0 | \$846,000 | | | | |
| | D | \$911,700 | | | \$0 | \$911,700 | | | | |



**GUIA PARA ADMINISTRACIÓN DE VENTAS PLAN UBER
PLANES APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



| MODELO | PROMOCIÓN | PAQ | MENUDEO | | | | | PLAN UBER | | | |
|---------------|------------------------------------------------------------|-----|------------|------------|-----------------|------------------------------|--------------|--------------------------------|------------|----------------------|----------|
| | | | CÓDIGO GMM | CÓDIGO GMF | PRECIO DE LISTA | BONIFICACIÓN AL DISTRIBUIDOR | PRECIO FINAL | PARTICIPACIÓN DEL DISTRIBUIDOR | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| CRUZE 2015.5 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | M | | | \$250,200 | (\$22,406) | \$212,100 | 4pp | | 1 AÑO | QUALITAS |
| | | A | | | \$263,300 | (\$14,583) | \$231,800 | | | | |
| | | J | MXU | N/A | \$308,500 | (\$30,105) | \$255,100 | | | | |
| | | F | | | \$317,300 | (\$25,414) | \$271,800 | | | | |
| | | G | | | \$337,200 | (\$13,742) | \$301,600 | | | | |
| CRUZE 2015.5 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | M | | | \$250,200 | (\$22,406) | \$212,100 | 4pp | | | |
| | | A | | | \$263,300 | (\$14,583) | \$231,800 | | | | |
| | | J | MXV | TCCN | \$308,500 | (\$30,105) | \$255,100 | | | | |
| | | F | | | \$317,300 | (\$25,414) | \$271,800 | | | | |
| | | G | | | \$337,200 | (\$13,742) | \$301,600 | | | | |
| MALIBU 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | L | | | \$348,900 | (\$16,868) | \$308,300 | 4pp | | | |
| | | C | | | \$390,700 | (\$15,382) | \$352,400 | | | | |
| | | N | MXV | TCCN | \$407,700 | (\$14,974) | \$369,000 | | | | |
| | | G | | | \$448,200 | (\$13,613) | \$408,200 | | | | |
| TRAVERSE 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | B | MXV | TCCN | \$627,400 | (\$34,028) | \$554,400 | 3pp | | | |
| TAHOE 2015 | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | | | \$706,000 | \$0 | \$706,000 | | | | |
| | | C | | | \$764,500 | \$0 | \$764,500 | | | | |
| | | D | N/A | TCCN | \$791,800 | \$0 | \$791,800 | | | | |
| | | F | | | \$858,500 | \$0 | \$858,500 | | | | |
| SUBURBAN 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | MXV | TCCN | \$751,900 | (\$33,716) | \$699,900 | | | | |
| | | B | | | \$818,900 | \$0 | \$818,900 | | | | |
| | PRECIO DE LISTA EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | C | N/A | TCCN | \$846,000 | \$0 | \$846,000 | | | | |
| | | D | | | \$911,700 | \$0 | \$911,700 | | | | |



**PLANES GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | NOTAS |
|-----------------------------------------------------|---------------------|--------------------------------------|--------------------------|-------|--------------------------|--------------|--------|-------|
| | | | | | 10% - 19.99% | 20% - 34.99% | 35% + | |
| CRUZE, MALIBU, TRAVERSE, TAHOE, SUBURBAN MY15 | TCCN | TCCN PLAN UBER (6/48M 10%) # KMM | 2.5% Comisión x Apertura | 12 | 17.19% | 16.19% | 15.49% | |
| | | | | 24 | 17.29% | 16.29% | 15.69% | |
| | | | | 36 | 17.39% | 16.39% | 15.89% | |
| | | | | 48 | 17.49% | 16.49% | 16.09% | |

Estos planes financiados con GMF consideran:

- 3% de comisión base al Distribuidor (ver boletín 143 de 2014)
- 3.5% de comisión sobre Prima neta en seguro del auto (ver boletín 143 de 2014)
- Aplica programa de Club Royal Elite (Excepto para Plan Empleados Distribuidores, Flotillas)
- No Aplica Sobretasa
- Tasas definidas para perfil A de Cliente
- Las Tasas definidas para perfil B son 0.25 puntos porcentuales mayor al perfil A
- Las Tasas definidas para perfil C son de 2 puntos porcentuales mayor al perfil A



**GUÍA DE PRECIOS EMPLEADO
PLANES APPLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



| MODELO | PROMOCIÓN | PAQ | EMPLEADOS GMM | | | AMIGOS | | | PRECIO FINAL | OFERTA COMERCIAL | | |
|---------------|----------------------------------------|----------------------------|---------------|------------|----------------------------------------------------------------------------------|------------|------------|----------------------------------------------------------------------------------|----------------------------------------------------------------------------|------------------|----------------------|-----------------------------|
| | | | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN AL DISTRIBUIDOR | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN AL DISTRIBUIDOR | | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| SPARK 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | C | KWW | ECGN | (\$26,435) | KX7 | ACGN | (\$27,456) | \$122,900 | | | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | C | KWX | 3CCM | (\$20,582) | KX8 | 3CCM | (\$21,663) | \$129,900 | | 1 AÑO GNP | 6.9% a 36 M 35% enganche |
| AVEO 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | M B J C D E | KWW | ECGN | (\$16,246) (\$16,212) (\$15,857) (\$15,813) (\$15,676) (\$18,233) | KX7 | ACGN | (\$17,306) (\$17,409) (\$17,083) (\$17,145) (\$17,083) (\$19,521) | \$127,400 \$143,400 \$146,700 \$159,000 \$167,700 \$153,900 | | | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | M B J C D E | KWX | VCCM | (\$7,968) (\$7,180) (\$6,993) (\$6,364) (\$5,893) (\$29,035) | KX8 | VCCM | (\$9,113) (\$8,471) (\$8,311) (\$7,794) (\$7,401) (\$30,418) | \$137,300 \$154,200 \$157,300 \$170,300 \$179,400 \$164,900 | | 1 AÑO QUALITAS | 0% a 24 M 35% enganche |
| SONIC 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | A D E F | KWW | ECGN | (\$20,064) (\$19,782) (\$19,522) (\$19,320) | KX7 | ACGN | (\$21,299) (\$21,190) (\$21,056) (\$20,994) | \$147,700 \$167,800 \$182,400 \$198,600 | | | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | A D E F | KWX | 2CDM | (\$14,294) (\$13,678) (\$13,167) (\$12,714) | KX8 | 2CDM | (\$15,588) (\$15,149) (\$14,766) (\$14,456) | \$154,600 \$175,100 \$190,000 \$206,500 | ✓ | 1 AÑO QUALITAS | 0% a 12 M 35% enganche |
| SONIC RS 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | H | KWW | ECGN | (\$16,592) | KX7 | ACGN | (\$18,593) | \$236,600 | | | |
| CRUZE 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | B D E | KWX | HCCX | (\$27,713) (\$20,858) (\$7,665) | KX8 | HCCX | (\$27,713) (\$20,858) (\$7,665) | \$200,400 \$219,700 \$257,300 | | 1 AÑO ABA | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | M A J F G | KWX | GCCM | (\$28,377) (\$54,496) (\$36,553) (\$32,678) (\$5,893) (\$21,446) | KX7 | ACGN | (\$30,048) (\$55,983) (\$38,579) (\$34,812) (\$7,401) (\$23,820) | \$198,400 \$176,900 \$239,500 \$252,100 \$282,700 | | | |
| MALIBU 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | M A J F G | KWX | GCCM | (\$22,392) (\$47,926) (\$30,066) (\$25,280) (\$13,571) | KX8 | GCCM | (\$24,007) (\$49,362) (\$32,041) (\$27,373) (\$15,908) | \$205,700 \$184,900 \$247,400 \$263,700 \$292,500 | | 1 AÑO ABA | 0% a 6M 35% enganche |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | L C N G | KWW | ECGN | (\$23,266) (\$21,748) (\$21,315) (\$19,980) | KX7 | ACGN | (\$25,699) (\$24,500) (\$24,194) (\$23,154) | \$289,700 \$327,700 \$347,300 \$385,000 | | | |
| CAMARO 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | A B C D | KWW | ECGN | (\$19,704) (\$17,534) (\$17,148) (\$16,217) | KX7 | ACGN | (\$22,791) (\$21,455) (\$21,211) (\$20,732) | \$373,900 \$483,900 \$502,800 \$563,600 | | | |
| TRAX 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | A B C | KWW | ECGN | (\$22,399) (\$20,387) (\$36,639) | KX7 | ACGN | (\$24,237) (\$22,444) (\$38,864) | \$219,100 \$244,400 \$266,600 | | | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | A B C | KWX | 9CMM | (\$14,287) (\$11,858) (\$24,972) | KX8 | 9CMM | (\$16,209) (\$14,002) (\$27,317) | \$228,800 \$254,600 \$280,700 | ✓ | 1 AÑO ZURICH | 0% a 18 M 35% enganche |
| CAPTIVA 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | A B D | KWW | ECGN | (\$32,240) (\$33,448) (\$32,246) | KX7 | ACGN | (\$34,496) (\$36,155) (\$35,112) | \$270,200 \$323,700 \$347,300 | | | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | A B D | KWX | WCWM | (\$19,067) (\$19,223) (\$17,726) | KX8 | WCWM | (\$21,459) (\$22,077) (\$20,742) | \$286,200 \$345,600 \$366,400 | ✓ | 1 AÑO QUALITAS | 0% a 18 M 35% enganche |



**GUÍA DE PRECIOS EMPLEADO
PLANES APPLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



| MODELO | PROMOCIÓN | PAQ | EMPLEADOS GMM | | | AMIGOS | | | PRECIO FINAL | OFERTA COMERCIAL | | |
|---------------------|----------------------------------------|------------------|---------------|------------|------------------------------|------------|------------|------------------------------|--------------|------------------|----------------------|---------------------------|
| | | | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN AL DISTRIBUIDOR | CÓDIGO GMM | CÓDIGO GMF | BONIFICACIÓN AL DISTRIBUIDOR | | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| TRAVERSE 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | B | KWW | ECGN | (\$52,849) | KX7 | ACGN | (\$56,816) | \$491,500 | | | |
| | EMPLEADOS GMM TASA SUBSIDIADA CON GMF | B | KWX | WCCM | (\$34,017) | KX8 | WCCM | (\$38,177) | \$517,400 | | 1 AÑO ABA | 0% a 18 M 35% enganche |
| TORNADO 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | A | KWW | ECGN | (\$15,538) | KX7 | ACGN | (\$16,954) | \$168,700 | | | |
| | | B | | | (\$15,530) | | | (\$17,057) | \$181,700 | | | |
| | | C | | | (\$15,526) | | | (\$17,254) | \$204,900 | | | |
| SILVERADO 1500 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | E | KWW | ECGN | (\$47,585) | KX7 | ACGN | (\$49,601) | \$239,600 | | | |
| | | F | | | (\$45,202) | | | (\$47,375) | \$264,200 | | | |
| SILVERADO 2500 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | A | KWW | ECGN | (\$104,909) | KX7 | ACGN | (\$106,738) | \$217,900 | | | |
| | | B | | | (\$72,022) | | | (\$74,389) | \$287,300 | | | |
| | | J | | | (\$104,909) | | | (\$106,738) | \$217,900 | | | |
| | | K | | | (\$72,022) | | | (\$74,389) | \$287,300 | | | |
| | | A | | | (\$18,453) | | | (\$21,380) | \$362,500 | | | |
| | | E | | | (\$112,140) | | | (\$114,604) | \$298,900 | | | |
| | | F | | | (\$114,216) | | | (\$116,866) | \$320,900 | | | |
| CHEYENNE 2015 | EMPLEADOS GMM CONTADO Y FINANCIAMIENTO | C (Cab. Regular) | KWW | ECGN | (\$21,673) | KX7 | ACGN | (\$25,117) | \$425,500 | | | |
| | | H | | | (\$21,652) | | | (\$25,452) | \$468,800 | | | |
| | | C | | | (\$21,641) | | | (\$26,654) | \$616,600 | | | |



GM de México

Guía de Precios para Empleados Distribuidor

Vigentes a partir del 01 de Marzo de 2016



CHEVROLET

| AM | Código | Modelo | Pqt. | Versión | PRECIO ESPECIAL | AÑO DE SEGURO GRATIS | Incentivo Empleados | Código |
|--------|------------|-----------------------------------|------|---------|-----------------|----------------------|---------------------|--------|
| 2015 | 1TU69 | Aveo 4 ptas. | M | LS | 135,200 | | (13,104) | AB4 |
| 2015 | 1TU69 | Aveo 4 ptas. | B | LT | 150,900 | | (13,727) | AB4 |
| 2015 | 1TU69 | Aveo 4 ptas. | J | LS | 153,900 | ✓ | (13,701) | AB4 |
| 2015 | 1TV69 | Aveo 4 ptas. | C | LT | 166,700 | | (13,570) | AB4 |
| 2015 | 1TX69 | Aveo 4 ptas. | D | LTZ | 175,500 | | (13,577) | AB4 |
| 2015 | 1TX69 | Aveo 4 ptas. | E | LTZ | 189,200 | Qualitas | (13,492) | AB4 |
| 2015 | 1JR69 | Sonic 4 ptas. | A | LS | 164,300 | | (10,316) | AB4 |
| 2015 | 1JS69 | Sonic 4 ptas. | D | LT | 185,400 | ✓ | (9,744) | AB4 |
| 2015 | 1JS69 | Sonic 4 ptas. | E | LT | 200,000 | | (9,861) | AB4 |
| 2015 | 1JT69 | Sonic 4 ptas. | F | LTZ | 216,700 | Qualitas | (9,673) | AB4 |
| 2015 | 1JY48 | Sonic 5 ptas. | H | RS | 253,300 | ✓ Qualitas | (9,063) | AB4 |
| 2015.5 | 1PT69 | Cruze 4 ptas. | M | LS | 208,200 | | (25,451) | AB4 |
| 2015.5 | 1PT69 | Cruze 4 ptas. | A | LS | 227,800 | | (17,709) | AB4 |
| 2015.5 | 1PU69 | Cruze 4 ptas. | J | LT | 254,600 | | (30,395) | AB4 |
| 2015.5 | 1PU69 | Cruze 4 ptas. | F | LT | 271,700 | | (25,379) | AB4 |
| 2015.5 | 1PU69 | Cruze 4 ptas. | G | LTZ | 301,400 | | (13,785) | AB4 |
| 2015.0 | 1PS69 | Cruze 4 ptas. | B | LS | 206,700 | ✓ | (27,675) | AB4 |
| 2015.0 | 1PS69 | Cruze 4 ptas. | D | LS | 226,600 | | (20,832) | AB4 |
| 2015.0 | 1PT69 | Cruze 4 ptas. | E | LT | 268,000 | ABA | (7,683) | AB4 |
| 2015 | 1GC69 | Malibu 4 ptas. | L | LT | 307,000 | | (16,888) | AB4 |
| 2015 | 1GC69 | Malibu 4 ptas. | C | LT | 351,000 | ✓ | (15,405) | AB4 |
| 2015 | 1GC69 | Malibu 4 ptas. | N | LT | 367,300 | | (15,218) | AB4 |
| 2015 | 1GD69 | Malibu 4 ptas. | G | LTZ | 406,400 | Qualitas | (13,873) | AB4 |
| 2015 | 1EH37 | Camaro 2 ptas. | A | LT | 386,100 | | (19,978) | AB3 |
| 2015 | 1ET37 | Camaro 2 ptas. | B | SS | 500,500 | | (17,601) | AB3 |
| 2015 | 1ET37 | Camaro 2 ptas. | C | SS | 519,500 | | (17,570) | AB3 |
| 2015 | 1ET67 | Camaro 2 ptas. | D | SS | 583,300 | | (16,117) | AB3 |
| 2015 | CC15703 | Silverado 1500 Cabina Regular | E | LS | 247,100 | | (47,556) | AB3 |
| 2015 | CC15703 | Silverado 1500 Cabina Regular | F | LS | 272,400 | | (45,237) | AB3 |
| 2015 | CC15703 | Silverado 2500 Cabina Regular 4x2 | A | LS | 308,100 | | (43,393) | AB3 |
| 2015 | CK15703 | Silverado 2500 Cabina Regular 4x4 | B | LS | 334,200 | | (42,044) | AB3 |
| 2015 | CC15703 | Silverado 2500 Cabina Regular | J | LS | 270,100 | | (73,384) | AB3 |
| 2015 | CK15703 | Silverado 2500 Cabina Reg. 4X4 | K | LS | 296,200 | | (72,022) | AB3 |
| 2015 | CC15753 | Silverado 2500 Cabina Extendida | A | LS | 373,900 | | (18,435) | AB3 |
| 2015 | CJ CC15543 | Silverado 2500 Doble Cabina 4x2 | E | LS | 362,400 | | (76,135) | AB3 |
| 2015 | KJ CK15543 | Silverado 2500 Doble Cabina 4x4 | F | LS | 389,500 | | (75,294) | AB3 |
| 2015 | CC15703 | Cheyenne 2500 Cabina Regular | C | LT | 438,900 | | (21,664) | AB3 |
| 2015 | CK15703 | Cheyenne 2500 Cabina Reg. 4X4 | H | LT | 483,600 | | (21,629) | AB3 |
| 2015 | CK15543 | Cheyenne 2500 Crew Cab 4X4 | C | LTZ | 636,100 | | (21,631) | AB3 |
| 2015 | 1JU76 | Trax SUV | A | LS | 230,300 | | (18,838) | AB4 |
| 2015 | 1JV76 | Trax SUV | B | LT | 256,400 | ✓ | (16,832) | AB4 |
| 2015 | 1JW76 | Trax SUV | C | LTZ | 301,800 | | (15,326) | AB4 |
| 2015 | 1JW76 | Trax SUV | D | LTZ | 323,700 | ZURICH | (18,664) | AB4 |
| 2015 | 1LD26 | Captiva Sport SUV | A | LS | 278,600 | | (32,268) | AB4 |
| 2015 | 1LD26 | Captiva Sport SUV | B | LS | 338,000 | ✓ | (33,493) | AB4 |
| 2015 | 1LE26 | Captiva Sport SUV | D | LT | 358,900 | Qualitas | (32,301) | AB4 |
| 2015 | CR14526 | Traverse SUV | B | LT | 521,700 | ✓ ABA | (43,469) | AB4 |



**PLANES GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | | NOTAS |
|--------|---------------------|-----------------|----------------------|-------|--------------------------|--------------|--------------|-------|-------|
| | | | | | 5% - 9.99% | 10% - 19.99% | 20% - 34.99% | 35% + | |



**PLANES GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | | NOTAS |
|----------------------------------------------------|---------------------|-------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|--------|--------------------------|--------------|--------------|--------|-----------------------------------------------------|
| | | | | | 5% - 9.99% | 10% - 19.99% | 20% - 34.99% | 35% + | |
| Plan Accesible | CCCN | CCCN PLAN ACCESIBLE (6-48M/30%) #KMA | 2.5% Comisión x Apertura Para mayor información ver boletín GMF #66 del 2013 | 12 | | | | 15.49% | Inversion inicial mínima de 30% |
| | | | | 24 | | | | 15.69% | |
| | | | | 36 | | | | 15.89% | |
| | | | | 48 | | | | 16.09% | |
| | | | | 60 | | | | 16.29% | |
| | | | | 72 | | | | | |
| Plan Taxi (Aveo, Matiz, Sonic, Spark) | TCCN | TCCN PLAN TAXI ACC (6/48M/10%) #KMM | 2.5% Comisión x Apertura Para mayor información ver boletín GMF #59 del 2013 | 12 | | 17.19% | 16.19% | 15.49% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 24 | | 17.29% | 16.29% | 15.69% | |
| | | | | 36 | | 17.39% | 16.39% | 15.89% | |
| | | | | 48 | | 17.49% | 16.49% | 16.09% | |
| Empleados Distribuidores | SCGM | SCGM PLAN EMPLEADOS DISTRIBUIDORES 10% (6_60) #AEA Unidades con seguro Gratis (Consultar boletín GM) | 0% Comisión x Apertura 1% Comisión base al distribuidor 1 Año de seguro gratis | 12 | | 14.29% | 13.29% | 12.59% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 24 | | 14.39% | 13.39% | 12.79% | |
| | | | | 36 | | 14.49% | 13.49% | 12.99% | |
| | | | | 48 | | 14.59% | 13.59% | 13.19% | |
| | | | | 60 | | 15.49% | 14.09% | 13.39% | |
| | | | | 72 | | | | | |
| Empleados General Motors & GM Financial | ECCM | ECCM PLAN EMPLEADOS GM Y GMF 10%(6_60) #AEM Unidades con seguro Gratis (Consultar boletín GM) | 0% Comisión x Apertura 1% Comisión base al distribuidor 1 Año de seguro gratis | 12 | | 12.19% | 11.19% | 10.49% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | | 12.29% | 11.29% | 10.69% | |
| | | | | 24 | | 12.29% | 11.29% | 10.69% | |
| | | | | 36 | | 12.39% | 11.39% | 10.89% | |
| | | | | 48 | | 12.49% | 11.49% | 11.09% | |
| | | | | 60 | | 13.39% | 11.99% | 11.29% | |
| 72 | | | 12.99% | 11.79% | | | | | |



**PLANES GM FINANCIAL
APLICABLES A PARTIR DEL 01 DE MARZO DE 2016**



GM FINANCIAL

| MODELO | CODIGO DE COTIZADOR | NOMBRE DEL PLAN | DESCRIPCIÓN DEL PLAN | PLAZO | INVERSIÓN INICIAL / TASA | | | | NOTAS |
|---------------------------------------------------------------|---------------------|-------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|---------|--------------------------|--------------|--------------|-----------------------------------------------------|-----------------------------------------------------|
| | | | | | 5% - 9.99% | 10% - 19.99% | 20% - 34.99% | 35% + | |
| Familiares General Motors & GM Financial | ECGM | ECGM PLAN FAMILIARES GM Y GMF 10%(6_60) #AEM Unidades con seguro Gratis (Consultar boletín GM) | 0% Comisión x Apertura 1% Comisión base al distribuidor 1 Año de seguro gratis | 12 | | 14.29% | 13.29% | 12.59% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | | 14.39% | 13.39% | 12.79% | |
| | | | | 24 | | 14.39% | 13.39% | 12.79% | |
| | | | | 36 | | 14.49% | 13.49% | 12.99% | |
| | | | | 48 | | 14.59% | 13.59% | 13.19% | |
| | | | | 60 | | 15.49% | 14.09% | 13.39% | |
| 72 | | | 15.09% | 13.89% | | | | | |
| Empleados Distribuidores | SCGN | SCGN PLAN EMPLEADOS DISTRIBUIDORES 10% (6_60) #AEA | 0% Comisión x Apertura 1% Comisión base al distribuidor N/A ASG | 12 | | 13.29% | 12.29% | 11.59% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 24 | | 13.39% | 12.39% | 11.79% | |
| | | | | 36 | | 13.49% | 12.49% | 11.99% | |
| | | | | 48 | | 13.59% | 12.59% | 12.19% | |
| | | | | 60 | | 14.49% | 13.09% | 12.39% | |
| | | | | 72 | | | | | |
| Empleados General Motors & GM Financial | ECGN | ECGN PLAN EMPLEADOS GM Y GMF 10%(6_60) #AEM | 0% Comisión x Apertura 1% Comisión base al distribuidor N/A ASG | 12 | | 11.19% | 10.19% | 9.49% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | | 11.29% | 10.29% | 9.69% | |
| | | | | 24 | | 11.29% | 10.29% | 9.69% | |
| | | | | 36 | | 11.39% | 10.39% | 9.89% | |
| | | | | 48 | | 11.49% | 10.49% | 10.09% | |
| | | | | 60 | | 12.39% | 10.99% | 10.29% | |
| 72 | | | 11.99% | 10.79% | | | | | |
| Familiares General Motors & GM Financial | ECGN | ECGN PLAN FAMILIARES GM Y GMF 10%(6_60) #AEM | 0% Comisión x Apertura 1% Comisión base al distribuidor N/A ASG | 12 | | 13.29% | 12.29% | 11.59% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | | 13.39% | 12.39% | 11.79% | |
| | | | | 24 | | 13.39% | 12.39% | 11.79% | |
| | | | | 36 | | 13.49% | 12.49% | 11.99% | |
| | | | | 48 | | 13.59% | 12.59% | 12.19% | |
| | | | | 60 | | 14.49% | 13.09% | 12.39% | |
| 72 | | | 14.09% | 12.89% | | | | | |
| Amigos de Empleados General Motors & GM Financial | ACGN | ACGN AMIGOS EMPLEADOS GM Y GMF 10%(6_60) #AEM | 0% Comisión x Apertura 1% Comisión base al distribuidor No Aplica Sobretasa N/A ASG | 12 | | 13.29% | 12.29% | 11.59% | Aplica Inversiones iniciales mínimas de 10,20 y 30% |
| | | | | 18 | | 13.39% | 12.39% | 11.79% | |
| | | | | 24 | | 13.39% | 12.39% | 11.79% | |
| | | | | 36 | | 13.49% | 12.49% | 11.99% | |
| | | | | 48 | | 13.59% | 12.59% | 12.19% | |
| | | | | 60 | | 14.49% | 13.09% | 12.39% | |
| 72 | | | 14.09% | 12.89% | | | | | |
| Planes Flotillas SIN seguro - con línea de credito autorizada | FCGC | FCGC PLAN FLOTILLAS SIN SEGURO (1 A 60 M) #EES | 1% Comisión por apertura. 1% Comisión base al Distrib. | 12 a 60 | | | 12.40% | Aplica Inversiones iniciales mínimas de 10,20 y 30% | |
| | | FCGC PLAN FLOTILLAS SIN SEGURO (1 A 60 M) #AAS | 0% Comisión por apertura. 0% Comisión base al Distrib. | | | | | | |
| Planes Flotillas CON seguro- con línea de credito autorizada | FCGN | FCGN PLAN FLOTILLAS CON SEGURO (1 A 60 M) #EES | 1% Comisión por apertura. 1% Comisión base al Distrib. | 12 a 60 | | | 11.90% | Aplica Inversiones iniciales mínimas de 10,20 y 30% | |
| | | FCGN PLAN FLOTILLAS CON SEGURO (1 A 60 M) #AAS | 0% Comisión por apertura. 0% Comisión base al Distrib. | | | | | | |

Estos planes financiados con GMF consideran:

- 3% de comisión base al Distribuidor (ver boletín 143 de 2014)
- 10% de comisión sobre Prima neta en seguro del auto (ver boletín 143 de 2014) Excepto Uber, Taxi, Empleados GM & GMF, Familiares GM & GMF, Flotillas
- Aplica programa de Club Royal Elite (Excepto para Plan Empleados Distribuidores, Flotillas)
- Unidades Demostración aplica solo con Plan Personalizado
- Tasas definidas para perfil A de Cliente
- Las Tasas definidas para perfil B son 0.25 puntos porcentuales mayor al perfil A
- Las Tasas definidas para perfil C son de 2 puntos porcentuales mayor al perfil A
- Cualquier contrato que GMF llegue a comprar y se identifique el incumplimiento en los requerimientos especificados en la guía rápida para el vendedor, traerá como consecuencia el cobro directo sobre las comisiones, mismas que GMF transfiere a favor de los distribuidores al cierre cada mes.