



GUIA RAPIDA PARA VENDEDOR (PLAN ESPECIAL AVEO & SONIC) PLANES APLICABLES A PARTIR DEL 03 DE FEBRERO DE 2016



CHEVROLET

| MODELO | PROMOCIÓN | PAQ | MENUDEO | | | | OFERTA COMERCIAL | | | |
|------------|---------------------------------------------------------------------|------------|------------|------------|-----------------|------------|------------------|----------------|---------------------------|---------------------------|
| | | | CÓDIGO GMM | CÓDIGO GMF | PRECIO DE LISTA | DESCUENTO | PRECIO FINAL | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| AVEO 2015 | PRECIO DE ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | MVO | N/A | \$153,300 | (\$18,500) | \$134,800 | | 1 AÑO QUALITAS | |
| | | M | | | \$157,900 | (\$18,500) | \$139,400 | | | |
| | | B | | | \$175,100 | (\$18,500) | \$156,600 | | | |
| | | J | | | \$178,200 | (\$18,500) | \$159,700 | | | |
| | | F | | | \$176,100 | (\$18,500) | \$157,600 | | | |
| | | C | | | \$191,400 | (\$18,500) | \$172,900 | | | |
| | | D | | | \$200,600 | (\$18,500) | \$182,100 | | | |
| | E | \$214,800 | (\$18,500) | \$196,300 | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | MVP | 8CMM | \$153,300 | (\$18,500) | \$134,800 | ✓ | 1 AÑO QUALITAS | 0% a 30 M 35% enganche |
| | | M | | | \$157,900 | (\$18,500) | \$139,400 | | | |
| | | B | | | \$175,100 | (\$18,500) | \$156,600 | | | |
| | | J | | | \$178,200 | (\$18,500) | \$159,700 | | | |
| | | F | | | \$176,100 | (\$18,500) | \$157,600 | | | |
| | | C | | | \$191,400 | (\$18,500) | \$172,900 | | | |
| D | | \$200,600 | | | (\$18,500) | \$182,100 | | | | |
| E | \$214,800 | (\$18,500) | \$196,300 | | | | | | | |
| SONIC 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | MVO | N/A | \$184,700 | (\$24,500) | \$160,200 | | 1 AÑO QUALITAS | |
| | | D | | | \$206,000 | (\$24,500) | \$181,500 | | | |
| | | E | | | \$221,400 | (\$24,500) | \$196,900 | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | F | | \$238,600 | (\$24,500) | \$214,100 | ✓ | 1 AÑO QUALITAS | 0% a 12 M 35% enganche | |
| | | A | MVP | 2CDM | \$184,700 | (\$24,500) | | | | \$160,200 |
| | | D | | | \$206,000 | (\$24,500) | | | | \$181,500 |
| | | E | | | \$221,400 | (\$24,500) | | | | \$196,900 |
| | | F | | | \$238,600 | (\$24,500) | | | | \$214,100 |



**GUIA PARA ADMINISTRACIÓN DE VENTAS (PLAN ESPECIAL AVEO & SONIC)
PLANES APLICABLES A PARTIR DEL 03 DE FEBRERO DE 2016**



| MODELO | PROMOCIÓN | PAQ | MENUDEO | | | | | | OFERTA COMERCIAL | | |
|------------|---------------------------------------------------------------------|-----------|------------|------------|-----------------|------------------------------|--------------|--------------------------------|------------------|----------------------|---------------------------|
| | | | CÓDIGO GMM | CÓDIGO GMF | PRECIO DE LISTA | BONIFICACIÓN AL DISTRIBUIDOR | PRECIO FINAL | PARTICIPACIÓN DEL DISTRIBUIDOR | 0% CXA GMF | Año de Seguro Gratis | TASA GMF |
| AVEO 2015 | PRECIO DE ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | MVO | N/A | \$153,300 | (\$8,174) | \$134,800 | 5.5pp | | 1 AÑO QUALITAS | |
| | | M | | | \$157,900 | (\$7,956) | \$139,400 | | | | |
| | | B | | | \$175,100 | (\$7,141) | \$156,600 | | | | |
| | | J | | | \$178,200 | (\$6,994) | \$159,700 | | | | |
| | | F | | | \$176,100 | (\$7,093) | \$157,600 | | | | |
| | | C | | | \$191,400 | (\$6,368) | \$172,900 | | | | |
| | | D | | | \$200,600 | (\$5,932) | \$182,100 | | | | |
| | E | \$214,800 | (\$5,258) | \$196,300 | | | | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | MVP | 8CMM | \$153,300 | (\$8,174) | \$134,800 | | ✓ | 1 AÑO QUALITAS | 0% a 30 M 35% enganche |
| | | M | | | \$157,900 | (\$7,956) | \$139,400 | | | | |
| | | B | | | \$175,100 | (\$7,141) | \$156,600 | | | | |
| | | J | | | \$178,200 | (\$6,994) | \$159,700 | | | | |
| | | F | | | \$176,100 | (\$7,093) | \$157,600 | | | | |
| | | C | | | \$191,400 | (\$6,368) | \$172,900 | | | | |
| D | | \$200,600 | | | (\$5,932) | \$182,100 | | | | | |
| E | \$214,800 | (\$5,258) | \$196,300 | | | | | | | | |
| SONIC 2015 | PRECIO ESPECIAL EN OPERACIONES DE CONTADO Y FINANCIAMIENTO | A | MVO | N/A | \$184,700 | (\$14,310) | \$160,200 | 3.5pp | | 1 AÑO QUALITAS | |
| | | D | | | \$206,000 | (\$13,667) | \$181,500 | | | | |
| | | E | | | \$221,400 | (\$13,203) | \$196,900 | | | | |
| | | F | | | \$238,600 | (\$12,684) | \$214,100 | | | | |
| | PRECIO ESPECIAL Y TASA SUBSIDIADA EN OPERACIONES EXCLUSIVAS CON GMF | A | MVP | 2CDM | \$184,700 | (\$14,310) | \$160,200 | | ✓ | 1 AÑO QUALITAS | 0% a 12 M 35% enganche |
| | | D | | | \$206,000 | (\$13,667) | \$181,500 | | | | |
| | | E | | | \$221,400 | (\$13,203) | \$196,900 | | | | |
| | | F | | | \$238,600 | (\$12,684) | \$214,100 | | | | |



**PLANES GM FINANCIAL
APLICABLES A PARTIR DEL 03 DE FEBRERO 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% + | |
| AVEO 2015 | 8CMM | 8CMM SUBS AVEO MY15 (6-72M-35%) #AMA | 0% Comisión x Apertura Tasa 0% a 30 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | 6.30% | 5.30% | 0.00% | 0.00% | 5.00% de Enganche solo oferta en Piso |
| | | | | 18 | 6.31% | 5.31% | 0.00% | 0.00% | |
| | | | | 24 | 6.32% | 5.32% | 0.00% | 0.00% | |
| | | | | 30 | 6.33% | 5.33% | 3.00% | 0.00% | |
| | | | | 36 | 7.68% | 6.68% | 4.52% | 1.90% | |
| | | | | 48 | 9.45% | 8.45% | 6.48% | 4.39% | |
| 60 | 11.47% | 10.47% | 8.61% | 6.34% | | | | | |
| 72 | | | 10.18% | 7.64% | | | | | |
| SONIC 2015 | 2CDM | 2CDM SUBS SONIC MY15 (6-60M-10%) #AMA | 0% Comisión x Apertura Tasa 0% a 12 Meses 1 Año de Seguro Gratis No Aplica Sobretasa | 12 | | 5.30% | 2.95% | 0.00% | |
| | | | | 18 | | 8.04% | 6.05% | 3.82% | |
| | | | | 24 | | 9.47% | 7.65% | 5.80% | |
| | | | | 30 | | 10.35% | 8.64% | 7.02% | |
| | | | | 36 | | 10.94% | 9.30% | 7.84% | |
| | | | | 48 | | 11.74% | 10.17% | 8.98% | |
| 60 | | 13.21% | 11.67% | 10.12% | | | | | |
| 72 | | | 12.83% | 10.89% | | | | | |

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
- 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.