

FLEET INCENTIVE PROGRAM
2017 MODEL FLEET SALES PROGRAM
OFFICIAL PROGRAM ANNOUNCEMENT
Program Period: April 1, 2016 - December 31, 2017

PROGRAM: Sales Assistance
PARTICIPANTS: All certified Daily Rental and Commercial Business
ELIGIBLE MODELS: All 2017 model year Infiniti vehicles
QUALIFIER: Payment from first unit sold

2017 Model Vehicle Line	Daily Rental, Commercial Business, Others
Q50	\$ 3,500
Q60	\$ 2,000
Q70	\$ 6,000
QX30	\$ 2,000
QX50	\$ 3,500
QX60	\$ 4,500
QX70	\$ 5,000
QX80	\$ 6,000

PAYMENT METHOD: Invoice credit when ordered as fleet; otherwise payment transmitted via the dealer non-vehicle account (NVA) or electronic funds transmission (EFT)

INFINITI 2017 MODEL YEAR FLEET SALES PROGRAM DETAILS

Program Period: The 2017 model year programs are for 2017 model year vehicles reported and delivered April 1, 2016 through December 31, 2017.

Participants:

Retailers - All authorized Infiniti dealers are eligible to participate.

Daily Rental Company - Vehicles enrolled in the Nissan North America (NNA) Repurchase Program are ineligible.

Leasing Company - A leasing company may qualify for basic sales assistance incentives if it executes a lease with a daily rental company that meets the requirements of the Fleet Sales Assistance Program.

Important Information:

Floor Plan Assistance: Not available on any Infiniti fleet vehicles.

In-Service Requirement: All vehicles must remain in service for at least six months or 12,000 miles (whichever comes first) unless stated otherwise in the Repurchase or Risk Contract executed between Nissan and the Fleet Account.

Reporting Procedure: Submission of fleet delivery information (via an online RDR – “Sales Type 2”) must be received prior to the program deadlines to substantiate all claims. Fleet delivery information received after the deadline will not qualify. Vehicles delivered to certified fleet accounts must be reported as fleet sales, and must include the customer fleet certification number in the RDR. Up to and including 10 units for a single Account per program period (a program period is defined as a calendar year quarter) are eligible for retail payments (including retro bonus) and can be reported as retail sales provided the vehicles are delivered out of retailer stock and are not ordered out of the national fleet pool for sale as fleet vehicles. Any units in excess of the 10 are ineligible for retail payments and must be reported as fleet sales (which are eligible for fleet incentive payments). This may entail contacting the Fleet Department if a fleet certification number does not currently exist. Please note that all vehicles sold to a fleet account that has entered into a contract with the NNA National Fleet Department should be RDR’d as a Fleet Sale.

Review/Audit Procedures: NNA will compare delivery information reported via an online RDR (“Sales Type 2”) against vehicle registration data. NNA reserves the right to inspect dealership, leasing company, and rental company records during normal business hours and to question and/or disqualify any sales made or reported that are not in accordance with the program rules. Such a review is not an audit and does not preclude an audit at a later date. All payments and/or awards made under these programs are subject to such future audit and possible chargeback. Failure to submit records to NNA for audit purposes may result in disqualification from programs and charge back of all benefits paid.

Federal or State Income Tax Liability: Any income tax liability imposed on the value of the fleet allowances received will be the sole responsibility of the recipient and not of NNA.

Program Payment Expiration Date: The 2017 model program payments will expire nine (9) months after retail sale date. All fleet incentives must be claimed before the expiration date or they will become ineligible.

Final Decision: In all matters relating to the interpretation of application of any rule or phase of this program, the decision of NNA shall be final. NNA also reserves the right to cancel, revise, amend or revoke these programs at any time due to reasonable business considerations or to circumstances beyond its control.

Program Definitions:

Fleet Sale: A vehicle is considered sold on the date that the dealership has fully consummated the sales transaction. This is evidenced by executed documents which specify the VIN of the vehicle and verify that the dealership has received or accounted for (valid finance contract, installment note, fleet billing) the full purchase price of the vehicle and a completed application for title/license. Leasing companies must take delivery of the vehicle and execute a lease with a certified fleet account.

Courtesy Delivery: NNA will pay **\$500** to the delivering Retailer for distant courtesy delivery of a commercial fleet vehicle. The Retailer performing the courtesy delivery must be located a minimum of 100 miles from the selling Retailer to qualify for the Courtesy Delivery Fee. **Please note that Daily Rental Vehicle Orders are not eligible for Courtesy Delivery.**

Eligibility:

Eligible Units: All new and unused 2017 Infiniti vehicles sold and delivered to certified fleet account(s) and placed in commercial fleet usage.

Ineligible Units: Any Infiniti vehicles that are:

- Not sold, delivered and registered to a NNA certified account.
- Not kept in service and registered a minimum of **six (6) months** or 12,000 miles (whichever is first) unless otherwise noted in the Repurchase or Risk contract executed by NNA and the Fleet Account.
- Not purchased in volumes or equipped in accordance with the claimed fleet program requirements.
- Sold and delivered to any individual, company, etc., for the purpose of resale, regardless of when such resale occurs.
- Prior NNA-owned company vehicles, excluding show cars, for which no discount has been given.
- Purchased by dealers at Auction.
- Paid on or counted in a previous NNA retail or fleet sales incentive program.
- Purchased through Infiniti's retail lease offers.
- Sold or leased to NNA, Inc. or any other subsidiaries of Nissan Motor Company, Ltd.
- Sold to daily rental companies which NNA has agreed to repurchase.

- Used or previously titled/registered units.
- Sold to, leased to, or used by the dealership in the normal course of business.

General Eligibility Requirements: The fleet programs contained in this communication are available only to those accounts that have received a NNA fleet certification number. All rules and requirements stated in the NNA Fleet Certification procedures apply to these programs. In order to obtain the appropriate fleet benefit the account's fleet certification number must be used in all sales reporting. If there is any doubt about the correct fleet certification number, please contact the National Fleet Sales Department at 615-725-5065 for assistance.