



Subaru Retailer Support Program

To: All Subaru Retailers

In support of our retailer partners during the combination meter recall (WTW-82), the following incentives are provided as retailer support:

1) Stop Sale/Safety Recall WTW-82 Combination Meter Reprogramming:

- SSLP Grounded Inventory – ‘18MY Outback and ‘18MY Legacy SSLP ONLY
 - Retailers will receive \$400/unit/month as follows:
 - \$300/unit/month curtailment & storage
 - + \$100/unit/month floorplan assistance
 - = \$400/unit/month until the unit is repaired. Retailer will have two weeks to repair SSLPs once the special tool is received.

- To be eligible for this incentive, the SSLP units must be grounded and removed from WebDrive by 11/30/18.

In addition to the \$400/unit/month, Subaru of America is pleased to provide you with enhanced end-of-term incentives for both ‘18MY and ‘19MY Outback and Legacy. Details are as follows:

Carline	Front End Incentive	Current End of Term Incentive	<u>Maximum Enhanced End of Term Incentive</u>	Footnotes
‘19MY Outback	\$500	\$1250	\$2000	Utilization applies
‘19MY Legacy	\$500	\$1500	\$2000	Utilization applies
‘18MY Outback	\$500	\$1250	\$2000	Maximum paid regardless of utilization or DIS
‘18MY Legacy	\$500	\$1500	\$2000	Maximum paid regardless of utilization or DIS

**** If you are a retailer with ‘18MY Legacy or Outback stock units with the recall repair completed and you choose to enroll it as an SSLP after repair, the end-of-term incentive payout will be based on regular utilization and days-in-service requirements.**

Requirements:

- ✓ Retailers must ground all ‘18MY Outback and ‘18MY Legacy SSLP units.
- ✓ These units should be removed from WebDrive by 11/30/18 to trigger the end-of-term incentive payment.
- ✓ Retailers will receive the full end-of-term incentive of \$2,000 regardless of days-in-service or utilization for all ‘18MY Legacy and ‘18MY Outback grounded SSLPs.
- ✓ Retailers are encouraged to replace these grounded SSLP units with ‘19MY Legacy and Outback. Normal utilization requirements apply.