



RETAILER BULLETIN

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|---------------------------------------|------------------|---|-------------------------|---|--------------|------------------------|------------------|--|-----------|--|-------------|--|
| 19 – May – 2025 | | | BULLETIN NO: 252605.037 | | | DEPT: Sales Operations | | | | | | |
| AUDIENCE: | DEALER PRINCIPAL | | SALES MGR | X | SALES GUIDES | | SERVICE MGR | | TECHS | | PARTS STAFF | |
| | GENERAL MANAGER | X | BUSINESS MGR | | OFFICE MGR | | SERVICE ADVISORS | | PARTS MGR | | WARRANTY | |
| SUBJECT: 24MY I-PACE Single Pay Lease | | | | | | | | | | | | |

Program Period:

Effective Dates:

05/01/2025 – 06/30/2025

Submission Dates:

05/01/2025 – 09/02/2025

24MY I-PACE Single Pay Lease

PROGRAM DESCRIPTION

To support clients who have been impacted by the H514 Safety Related Recall on 2019MY I-PACE, JLRNA would like to offer a Single Pay Lease Option on 24MY I-PACE vehicle to assist the customer in getting into an I-PACE vehicle.

PROGRAM SPECIFIC NOTES

- Clients will be eligible to receive \$10,000 Bonus Cash, if leased through Jaguar Financial Group, JFG. Please refer to JLRFG Bonus Cash Program Bulletin for more information.
- Additionally, Clients may be eligible for a \$7,500 EV tax credit if leased through JLRFG. Please refer to the Jaguar Financial Group Electric Vehicle Tax Credit Benefit Bulletin for more information. Limitations apply.
- Clients will be eligible for a 10% off MSRP discount, to be applied to the lease (Voluntary participation on behalf of retailers).
- All retailer and customer incentives must be applied to the sales contract.
- Special Rates & Residual apply if leased through JLRFG.
- Clients are responsible to pay the Single Pay Lease amount as well as all applicable taxes, fees, insurance, and security deposits.
 - Checks for the repurchase of the 19MY Jaguar I-PACE vehicle will be made payable to the client and/or financial institution holding an open lease/loan on the 19MY Jaguar I-PACE vehicle.
 - Morley will secure necessary documents at the surrender to enable JLRNA to take title of the surrendered vehicle.
- Clients must title & register the 24MY I-PACE vehicle and keep it for a minimum of 12 months.
- JLRNA will need to take title and ultimate possession of the 19MY Jaguar I-PACE vehicle that is being surrendered at the retailer
 - All cars will be picked up from the Retailer's location and transported to JLRNA's holding facility in Atlanta, GA
- Retailer participation is voluntary

ELIGIBLE VEHICLES

| 24MY | BRAND | MODEL | DERIVATIVE | DISCOUNT PROVIDED ON BEHALF OF RETAILER (Voluntary Participation) | JLR BONUS CASH (Leased through JLRFG) |
|------|--------|--------|------------|---|---------------------------------------|
| | Jaguar | I-PACE | ALL | 10% | \$10,000 |

QUESTIONS ABOUT THIS BULLETIN? PLEASE CONTACT:

Sales Incentives

roa@jaguarlandrover.com

LEASE EXAMPLE

| <i>I-PACE Lease Example - Advertised</i> | Single Pay Lease 36 Month Term 10k Miles per year | |
|---|--|----------------|
| <i>May-25</i> | I-PACE 24MY R-Dynamic HSE | |
| MSRP | \$ | 72,500 |
| Freight | \$ | 1,375 |
| Options | \$ | 5,875 |
| MSRP + Freight + Options | \$ | 79,750 |
| Money Factor | | 0.00001 |
| Residual Value | | 39% |
| Term | | 36 |
| Dealer Discount | \$ | 7,838 |
| <i>Dealer Discount</i> | 10.0% | |
| Customer Down | \$ | - |
| Bonus Cash | \$ | 10,000 |
| EV Tax Credit | \$ | 7,500 |
| Net Cap Cost | \$ | 54,413 |
| Residual Value | \$ | 31,103 |
| Total Single Pay Lease | \$ | 23,341 |
| Acquisition Fee | \$ | 1,075 |
| Estimated Sales Tax (6.625%) | \$ | 1,546 |
| Estimated Registration Fees | \$ | 150 |
| Estimated Dealer Document Processing Fee | \$ | 599 |
| Single Pay Lease - Est. Total Cost | \$ | 26,711 |

RETAILER ELIGIBILITY

- All authorized JLRNA Retailers
- Retailers may choose not to participate

ELIGIBLE PARTICIPANTS

- Clients impacted by the H514 Safety Related Recall on 2019MY I-PACE vehicles

BBSS SALES TRANSACTION

- NEW LEASE RDR

BBSS SALE CATEGORIES

- Eligible Sales Categories
 - Individual (new)
 - Corporate (new)
- Eligible Finance/Lease Type
 - JLRFG (Chase)/ Subvened / Unsubvened

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CLAIM PROCESS

- Retailer must claim JLR I-PACE Bonus Cash within BBSS, with the Claim Incentive button.
- Bonus Cash must be itemized on the rebate line on the contract and the JLR Client Cash form must be signed by customer and kept in deal jacket.
- EV Tax Credit must be itemized as a capital cost reduction on the contract. Please refer to the Jaguar Financial Group Electric Vehicle Tax Credit Benefit Bulletin for more information.

RECORDS RETENTION

As proof of authentication, for each VIN reported sold under this program, the Retailer must retain the following documentation for no less than two years:

1. Copy of the sales contract.
2. Proof of Identification (driver's license, vehicle registration, insurance card).
3. Client must sign acknowledgement form and forward email form and contract

STANDARD PROGRAM NOTES

- Any Incentives and/or Business Builder paid will be charged back if the requirements in the JLR "Contests and Incentives Standard Eligibility Rules for Retail Programs" are not followed.

REMINDER:

Once the client's 2019 Jaguar I-PACE is surrendered at your Center, please ensure: ~~to~~

- The surrendered 2019 Jaguar I-PACE has the H514 or H529 Recall Software Update completed, and that the recall repair is documented and closed in the Warranty system.
- The EV battery charge level is between 30 -35% (approximately 70 miles of range) so that the vehicle can be transported properly.
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PLEASE NOTE THAT VEHICLES CANNOT BE TRANSPORTED FROM YOUR CENTER WITHOUT THE RECALL SOFTWARE UPDATE COMPLETED AND DOCUMENTED IN THE WARRANTY SYSTEM, AND PROPER CHARGE LEVEL ON THE VEHICLE: