

Program period: February 2nd, 2010 through January 3rd, 2011

Volkswagen Finance, Volkswagen Canada & the Dealership...

. College Grad Rebate Program:

\$750

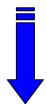
Will offer a **College Graduate Program rebate of \$750** to an eligible graduate who finances an eligible <u>NEW only Volkswagen</u> vehicle with a retail loan or *VW Select* contract through Volkswagen Finance.

 \Rightarrow Eligible Vehicles:

All New and Unused 2010MY Volkswagen (includes demonstrators with less than 10,000 KMS) reported sold and delivered during the program period.

- NEW
- \Rightarrow Eligible terms:
 - Retail Financing: Maximum 66 months.
 - *VW Select*: Maximum **60** months.
- \Rightarrow Financial participation in this customer <u>rebate</u> is as follows:
 - Dealer **\$250**, Volkswagen Finance **\$250** and Volkswagen Canada **\$250** for a total of **\$750** (taxes included).
- ⇒ No need to invoice anyone; the \$500 (Volkswagen Finance and Volkswagen Canada's participation) will be reimbursed at the time of funding.

This rebate <u>must</u> be used as a payment towards a <u>Volkswagen</u> <u>Finance Retail Loan or a VW Select contract</u>. This rebate can be added to any special loan offer advertised by Volkswagen Canada at the time the transaction takes place.





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\$500 College Grad Rebate Program:

Volkswagen Canada & the Dealership...

Will offer a **College Graduate Program rebate of \$500** to an eligible graduate who:

- Leases an eligible New Volkswagen vehicle or...
- Finances an eligible Certified Pre-Owned with a retail loan contract...

through Volkswagen Finance.

 \Rightarrow Eligible Vehicles and transactions:

Lease: All New and Unused 2010MY Volkswagen (includes demonstrators with less than 10,000 KMS) reported sold and delivered during the program period,

Or...

Retail Financing: All Certified Pre-Owned Volkswagen reported sold and delivered during the program period.

- \Rightarrow Financial participation in this customer <u>rebate</u> is as follows:
 - Dealer **\$250** and Volkswagen Canada **\$250** for a total of **\$500** (taxes included).
- \Rightarrow Eligible terms:
 - For New Lease: maximum 60 months.
 - For Certified Pre-Owned Retail Financing: maximum **66** months.
- \Rightarrow *No need to invoice anyone;* the \$250 (Volkswagen Canada's participation) will be reimbursed at the time of funding.

This rebate <u>must</u> be used as a payment towards a Volkswagen Finance Lease contract (New Vehicle) or towards a Volkswagen Finance Retail Loan contract (Certified Pre-Owned vehicles).

This rebate can be added to any special lease offer advertised by Volkswagen Canada at the time the transaction takes place.





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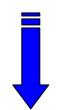
Customer : eligibility All customers that have graduated no more than 24 months prior to the date of his/her credit application are eligible providing:

- $\Rightarrow\,$ They never received a Volkswagen College Graduate rebate before and,
- \Rightarrow They are not a Volkswagen Canada employee or their relatives.

Applicant:To qualify under the Volkswagen Finance College Graduate Program, the
graduate must lease or finance the vehicle as an individual and hold...Requirements

a diploma from a Canadian or U.S. University (Bachelor, Master and Doctorate), a Canadian community college of a 2 year study program, or a CEGEP program of 2 or 3 years (DEC). Any graduates from a recognized nursing, military or police school are also eligible.

- The customer must either be permanently employed or provide a verifiable commitment for employment.
- The customer may NOT have any derogatory credit.
- The customer must provide 1 personal reference, which can be contacted directly.
- The customer must be leasing or financing a vehicle for which the proposed monthly payment will not exceed 25% of the applicant's gross monthly income.
- The finance or lease contract must be registered under the student's name as a buyer/lessee or co-buyer/co-lessee. Guarantors are not eligible.





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Requirements:

Credit :	All customers are subject to credit approval.	
Funding Requirem - Leasing :	ents: On a <u>Lease contract</u> you must show the rebate on the appropriate line <u>without taxes</u> .	
- Retail, <i>VW</i> : Select	On a <u>Retail contract</u> you must specify the Graduate rebate portion under down payment (other) and is <u>taxes included</u> . <i>VW Select</i> is not available in Quebec	
- Rates, : Money Factors Residual Values	As per current published bulletins.	

Additional information:

- 1. Sales must be reported in VIM between February 2nd 2010 and January 3rd 2011 without exception.
- 2. Credit applications must be submitted before the end of business day on **January 3rd 2011**. Contract date **must be** the **same as the delivery date**.
- Volkswagen Finance must receive the funding packages <u>with the completed rebate form</u> <u>no later than January 15th, 2011.</u> All contracts are subject to verification and validation through the reporting system.
- 4. <u>Ineligible vehicles:</u> Fleet vehicles, used vehicles and service loaners reported sold in the Volkswagen Canada VIM system.
- 5. Demos with less than 10,000 kms are eligible.
- 6. No exception will be processed.
- 7. Audits: Volkswagen Canada and/or Volkswagen Finance have the right to audit a Dealer and to disqualify a transaction if it is not eligible under the terms of this program. The dealership will be charged back the cost of the rebate plus **10%** administration fee for any transaction found to be ineligible. By participating in this program, the dealer agrees to pay these charges promptly.

If you have any questions, please contact your Business Development Manager.

	A REB	SATE OF \$750
DATE DIPLOMA RECEIVED		GIBLE STUDENT GRADUATES
	Volkswagen Finance & Vo This \$750 rebate is applicable on any new and ur CUSTOMER	Olkswagen Canada College Graduate Program unused 2010 Volkswagen model financed with a retail loan contract (including VW Select) VEHICLE DESCRIPTION
☐ Mr ☐ Mrs	PLEASE PRINT, ONLY ONE LETTER PER BOX	
	FIRST NAME	
		DSTAL CODE
		TOMER TO SIGN THE FOLLOWING: CUMENT, I HEREBY CONSENT TO CONFORM TO THE PROGRAM RULES.)
TRANSFER OF THE REBATE T DEALERSHIP	USE THIS SECTION TO ASSIGN THE MONEY REBATE	TE TO I read and understand the program rules and accept to conform to same. I certify that the above customer is entitled to the cash rebate offered in this program. le identified The customer has transferred his cash rebate to our dealership and we shall keep on
	CUSTOMER SIGNATURE DATE	SIGNATURE OF AUTHORIZED EMPLOYEE DATE
		ollege Graduate Program W CREDIT CANADA, INC.

	A REBATE	E OF \$500			
DATE DIPLOMA RECEIVED		ENT GRADUATES			
Volkswagen Finance & Volkswagen Canada College Graduate Program					
	2 - Any Certified Pre-Owned Volkswagen fina CUSTOMER	nced with a retail loan contract VEHICLE DESCRIPTION			
Mr Mrs	PLEASE PRINT, ONLY ONE LETTER PER BOX LAST NAME FIRST NAME STREET ADDRESS CITY PROVINCE POSTAL CODE				
TRANSFER OF THE REBATE TO DEALERSHIP	(BY SIGNING THE PRESENT DOCUMENT, I HEREBY CO USE THIS SECTION TO ASSIGN THE MONEY REBATE TO D THE THE DEALER I hereby confirm having taken delivery of the vehicle identified in compliance with Volkswagren Finance College Graduate Program. I hereby transfer my money rebate to the dealer.	I read and understand the program rules and accept to conform to same. I certify that the above customer is entitled to the cash rebate offered in this program. The customer has transferred his cash rebate to our dealership and we shall keep on file all documents pertaining to this claim and shall make them available to VW Credit Canada, Inc. or its authorized agents, for audit purposes.			
	CUSTOMER SIGNATURE DATE	SIGNATURE OF AUTHORIZED EMPLOYEE DATE			
College Graduate Program VW CREDIT CANADA, INC.					