



HOLDEN ANNOUNCEMENTS

2015

Revisions to Employee Vehicle Pricing

30 October, 2015

As of 1 November 2015, Holden will be rolling out a revised employee vehicle pricing structure. These changes have been developed as a result of employee consultation, and are designed to deliver a simple program that ensures Holden employees, and their families, are able to purchase a Holden at the best possible price, at all times.

Going forward, vehicle prices for employees will be the set retail price for that month plus an additional employee discount. This replaces the current system of a fixed discount off the Recommended Retail Price.

Employees will now also be eligible for the value-added offers such as 'Extended Warranty' or 'Free Servicing' when they are part of Holden retail campaigns, providing even more value for employee purchases.

As our retail offers may vary by month, a new employee price list will be issued at the start of each month. Employees considering purchasing a vehicle should confirm pricing via the CVO website prior to ordering a vehicle.

The discounts provided under the new program have also been modified and are generally significantly better than the previous program. The two-tiered approach is being maintained – pricing for employees with greater than 10 years' experience receive an additional benefit. Please note that the discount detailed in the chart attached with this bulletin is based on an average and employees should still refer to the Employee Price List for the actual price.

Finally, to help more people with a connection to Holden purchase our products, the new Employee Pricing program includes changes to the eligibility criteria.

Ex-employees with more than 5 years' experience will now be able to access the program which was previously restricted to those with greater than 20 years' experience.

The following additional family members of employees will also be eligible to access employee pricing: sister/brother in-law and their partners, cousins, nieces, nephews, aunts and uncles.

These changes are being made to make it easier for Holden employees, and their families, to drive our products.





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| Carline | Current Discount | | Ave Revised Discount | |
|---------------|-----------------------|----------------------|-----------------------|----------------------|
| | Employee Disc. (0-10) | Employee Disc. (10+) | Employee Disc. (0-10) | Employee Disc. (10+) |
| CAPTIVA 7 | 13.5% | 18.5% | 24% | 26% |
| CAPTIVA 5 | 13.5% | 18.5% | 27% | 29% |
| Cascada | 14% | 19% | 15% | 19% |
| MALIBU | 19% | 24% | 23% | 25% |
| Insignia | 14% | 19% | 16% | 21% |
| CRUZE SEDAN | 10% | 15% | 17% | 18% |
| CRUZE HATCH | 10% | 15% | 16% | 17% |
| Cruze Wagon | 10% | 15% | 19% | 20% |
| SPARK | 9% | 14% | 14% | 16% |
| Astra | 14% | 19% | 17% | 23% |
| COLORADO 4X2 | 19% | 24% | 22% | 25% |
| COLORADO 4X4 | 19% | 24% | 27% | 29% |
| Colorado 7 | 19% | 24% | 23% | 25% |
| Trax | 14% | 19% | 25% | 26% |
| BARINA T300 | 9% | 14% | 17% | 18% |
| VF WAGON (V8) | 18% | 23% | 21% | 25% |
| VF SEDAN (V8) | 18% | 23% | 21% | 25% |
| VF UTE (V8) | 18% | 23% | 23% | 27% |
| VF WAGON (V6) | 15% | 20% | 17% | 22% |
| VF SEDAN (V6) | 15% | 20% | 17% | 22% |
| VF UTE (V6) | 15% | 20% | 19% | 24% |
| WN LWB | 18% | 23% | 20% | 23% |

*Employee discount for options remains unchanged.

