|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segment | Category |  | $\underset{\substack{\text { SUVV } \\ \text { Medium }}}{ }$ | $\begin{aligned} & \text { suvi } \\ & \text { Medium } \end{aligned}$ | $\underset{\substack{\text { SUVU } \\ \text { Medium }}}{ }$ | $\begin{gathered} \hline \text { SUV } \\ \text { Medium } \end{gathered}$ | $\begin{gathered} \text { SUV } \\ \text { Medium } \end{gathered}$ | $\underset{\substack{\text { SUV } \\ \text { Medium }}}{ }$ | $\xrightarrow[\substack{\text { SUV } \\ \text { Medium }}]{ }$ | $\underset{\substack{\text { SUV } \\ \text { Medium }}}{ }$ | $\underset{\substack{\text { SUVVIum }}}{\text { M }}$ | $\underset{\substack{\text { SUVV } \\ \text { Medium }}}{\text { cen }}$ | $\xrightarrow[\text { Medium }]{\text { SUV }}$ | $\underset{\substack{\text { SUVU } \\ \text { Medium }}}{ }$ | $\underset{\substack{\text { SUVV } \\ \text { Medium }}}{ }$ | $\underset{\substack{\text { SUV } \\ \text { Medium }}}{\substack{\text { che }}}$ | $\xrightarrow{\text { SUV }}$ |
| Total RRP | List Price (incl Relev Options \& Rebates) |  | \$32,190 | \$31,990 | \$33,980 | \$32,790 | \$32,990 | \$33,490 | \$32,990 | \$33,990 | \$40,240 | \$38,240 | \$42,000 | \$56,355 | \$57,000 | \$62,200 | \$66,300 |
| On Road Cost | On Road Price (estimated) |  | \$35,699 | \$35,508 | \$37,647 | \$36,360 | \$36,583 | \$37,107 | \$36,568 | \$37,670 | \$44,584 | \$42,358 | \$46,554 | \$62,331 | \$63,046 | \$68,542 | \$70,797 |
| Retained Value | Trade in Value atter 5 years |  | \$14,164 | \$12,316 | \$13,082 | \$13,444 | \$13,526 | \$12,559 | \$13,526 | \$13,936 | \$16,096 | \$14,722 | \$17,220 | \$25,360 | \$25,080 | \$29,234 | \$30,221 |
| Depreciation | Depreciation | \$/week | \$69.33 | \$75.67 | \$80.38 | \$74.41 | \$74.86 | \$80.50 | \$74.86 | \$77.13 | \$92.86 | \$90.45 | 595.31 | \$119.21 | \$122.77 | \$126.79 | \$131.07 |
| Loan Interest Repayment | Interest | \$/week | \$27.78 | \$27.63 | \$29.28 | \$28.29 | \$28.46 | \$28.87 | \$28.45 | \$29.30 | \$34.64 | \$32.92 | \$33.61 | 544.94 | 545.45 | \$49.39 | \$51.01 |
| On Roads, Insurance, Licence \& Club Membership + Registration | On Roads, Stamp, Reg, Insurance, Club Mem. | \$/week | \$43.81 | \$42.46 | \$43.47 | \$42.79 | \$43.72 | \$43.41 | \$42.69 | \$45.12 | \$48.65 | \$47.34 | \$50.17 | \$57.44 | \$62.69 | \$62.15 | \$64.49 |
|  | Total Standing Costs | s/week | \$140.92 | \$145.76 | \$153.13 | \$145.49 | \$147.05 | \$152.78 | \$146.01 | \$151.55 | \$176.15 | \$170.72 | \$179.09 | \$221.59 | \$230.91 | \$238.33 | \$246.57 |
| Total Fuel Cost | Fuel | \$/week | 26.73 | 26.73 | 29.98 | 31.42 | 30.70 | 26.00 | 29.25 | 32.86 | 23.63 | 27.81 | 36.12 | 23.26 | 31.04 | 28.68 | 29.47 |
| Tyre Cost | Tyres | \$/week | 3.67 | 3.61 | 3.64 | 3.64 | 3.64 | 7.61 | 4.61 | 3.38 | 3.38 | 3.38 | 3.38 | 3.81 | 5.81 | 8.92 | 3.81 |
| Servicing | Sevicing | \$/week | 19.05 | 22.95 | 16.14 | 23.96 | 23.75 | 21.33 | 29.19 | 27.03 | 23.14 | 26.30 | 47.56 | 29.75 | 24.66 | 26.79 | 29.77 |
|  | Total Running Costs | \$/week | 49.45 | 53.28 | 49.75 | 59.01 | 58.08 | 54.94 | 63.05 | 63.26 | 50.15 | 57.49 | 87.05 | 56.82 | 61.51 | 64.39 | 63.05 |
|  | Annual Cost (\$) | Total ${ }^{\text {S }}$ | \$9,899.11 | \$10,350.06 | \$10,549.78 | \$10,634.14 | \$10,666.68 | \$10,801.81 | \$10,870.86 | \$11,170.59 | \$11,767.41 | \$11,866.92 | \$13,839.23 | \$14,477.11 | \$15,205.46 | \$15,741.53 | \$16,100.03 |
| Total Operating Costs | Total Costs (5 years) | Total $\$$ | \$49,495.54 | 1,750.30 | \$52,748.88 | \$53,170.70 | 3,333.41 | 4,009.06 | ,354.29 | , 8 , 72.96 | 887.03 | 334.60 | 196.15 | 385.56 | ,027.31 | ,707.66 | 80,500.13 |
| Average clkm | Total Cosis cents $/ \mathrm{km}$ | cents $/ \mathrm{km}$ | 65.99 |  | 70.33 | 70.89 | 71.11 | 72.01 | 72.47 | 74.47 | 78.45 | 79.11 | 92.26 | 96.51 | 101.37 | 104.94 | 107.33 |
| Average S/week | Total Cosis $\$ /$ week | s/week | s190.37 | S199.04 | \$202.88 | S204.50 | \$205.13 | \$207.73 | \$209.05 | \$214.82 | \$226.30 | \$228.21 | \$266.14 | \$278.41 | \$292.41 | S302.72 | \$309.62 |

