



Vincentric U.S. Hybrid Analysis

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PASSENGER CARS

Hybrid Version			All-Gasoline Version			Cost Factor Differentials									
Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Hybrid Price Premium ¹	Hybrid Fuel Cost Savings ²	Hybrid Depreciation Rate Variance ³	Hybrid Total Cost of Ownership Savings ⁴
%	\$	Chevrolet Malibu Hybrid	4D Sedan	\$ 3,897	69.2%	\$ 40,005	Chevrolet Malibu	LT 4D Sedan	\$ 5,900	68.2%	\$ 38,498	\$ 3,646	\$ 2,003	1.0%	\$ (1,507)
		Ford C-Max Hybrid	SE 4D Hatchback	\$ 4,579	63.0%	\$ 33,068	Ford Focus ⁵	SE 4D Hatchback	\$ 4,854	69.1%	\$ 30,450	\$ 3,163	\$ 275	-6.1%	\$ (2,618)
		Ford Fusion Hybrid	S 4D Sedan	\$ 4,258	63.3%	\$ 32,654	Ford Fusion	S 4D Sedan	\$ 6,932	67.2%	\$ 35,808	\$ (120)	\$ 2,674	-3.9%	\$ 3,154
		Honda CR-Z	EX 2D Coupe	\$ 4,864	66.8%	\$ 35,667	Honda Civic ⁵	EX 4D Sedan	\$ 5,208	60.0%	\$ 32,136	\$ 1,851	\$ 344	6.8%	\$ (3,531)
		Hyundai Sonata Hybrid	4D Sedan	\$ 4,349	61.6%	\$ 32,653	Hyundai Sonata	SE 4D Sedan 2.4	\$ 6,137	57.0%	\$ 31,396	\$ 3,371	\$ 1,788	4.6%	\$ (1,257)
		Kia Optima Hybrid	4D Sedan	\$ 4,811	64.1%	\$ 34,226	Kia Optima	LX 4D Sedan	\$ 6,487	62.9%	\$ 33,513	\$ 2,466	\$ 1,676	1.2%	\$ (713)
		Toyota Camry Hybrid	LE 4D Sedan	\$ 4,412	52.5%	\$ 30,731	Toyota Camry	LE 4D Sedan	\$ 6,320	52.8%	\$ 30,361	\$ 3,830	\$ 1,908	-0.3%	\$ (370)
		Toyota Prius	Two 4D Hatchback	\$ 3,479	61.0%	\$ 31,434	Toyota Corolla ⁵	L 4D Sedan	\$ 5,961	57.9%	\$ 29,679	\$ 6,071	\$ 2,482	3.1%	\$ (1,755)
		Toyota Prius C	One 4D Hatchback	\$ 3,655	67.9%	\$ 30,175	Toyota Yaris ⁵	SE 4D Hatchback	\$ 5,592	64.8%	\$ 31,451	\$ 996	\$ 1,937	3.1%	\$ 1,276
		Toyota Prius V	Two 4D Hatchback	\$ 4,307	59.2%	\$ 33,532	Toyota Corolla ⁵	L 4D Sedan	\$ 5,961	57.9%	\$ 29,679	\$ 8,187	\$ 1,654	1.3%	\$ (3,853)
Volkswagen Jetta Hybrid	SEL Premium 4D Sedan	\$ 4,940	65.6%	\$ 42,168	Volkswagen Jetta	SEL Premium 4D Sedan	\$ 6,256	66.7%	\$ 40,812	\$ 5,532	\$ 1,316	-1.1%	\$ (1,356)		

LUXURY CARS

Hybrid Version			All-Gasoline Version			Cost Factor Differentials									
Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Hybrid Price Premium ¹	Hybrid Fuel Cost Savings ²	Hybrid Depreciation Rate Variance ³	Hybrid Total Cost of Ownership Savings ⁴
%	\$	Acura RLX Hybrid	SH-AWD 4D Sedan w/Tech Pkg	\$ 7,408	65.1%	\$ 67,547	Acura RLX	Base 4D Sedan w/Tech Pkg	\$ 9,235	66.2%	\$ 64,770	\$ 6,699	\$ 1,827	-1.1%	\$ (2,777)
		BMW 5-Series Hybrid	535i 4D Sedan	\$ 8,553	64.6%	\$ 72,167	BMW 5-Series	535i 4D Sedan	\$ 9,235	61.6%	\$ 62,871	\$ 10,189	\$ 682	3.0%	\$ (9,296)
		Infiniti Q50 Hybrid	Premium 4D Sedan RWD	\$ 7,227	59.1%	\$ 54,927	Infiniti Q50	Premium 4D Sedan RWD 2.0i	\$ 8,445	62.5%	\$ 49,825	\$ 9,189	\$ 1,218	-3.4%	\$ (5,102)
		Infiniti Q70 Hybrid	4D Sedan	\$ 7,077	68.8%	\$ 66,126	Infiniti Q70	3.7 4D Sedan	\$ 10,520	65.9%	\$ 62,556	\$ 6,259	\$ 3,443	2.9%	\$ (3,570)
		Lexus CT 200h	4D Sedan	\$ 4,360	59.7%	\$ 38,778	Lexus IS 200t ⁵	4D Sedan	\$ 8,585	58.8%	\$ 47,506	\$ (5,081)	\$ 4,225	0.9%	\$ 8,728
		Lexus ES 300h	4D Sedan	\$ 4,586	52.8%	\$ 42,652	Lexus ES 350	4D Luxury Sedan	\$ 7,382	59.5%	\$ 46,187	\$ 2,732	\$ 2,796	-6.7%	\$ 3,535
		Lexus GS 450h	4D Luxury Sedan	\$ 7,077	60.7%	\$ 65,242	Lexus GS 350	4D Luxury Sedan	\$ 9,455	59.1%	\$ 57,801	\$ 12,593	\$ 2,378	1.6%	\$ (7,441)
		Lexus LS 600h L	4D Sedan	\$ 10,663	64.9%	\$ 118,537	Lexus LS 460	L 4D Luxury Sedan AWD	\$ 11,856	64.6%	\$ 90,359	\$ 35,924	\$ 1,193	0.3%	\$ (28,178)
		Lincoln MKZ Hybrid	4D Sedan FWD	\$ 4,525	63.1%	\$ 42,129	Lincoln MKZ	Base 4D Sedan FWD	\$ 7,006	64.8%	\$ 44,731	\$ -	\$ 2,481	-1.7%	\$ 2,602
		Mercedes-Benz S Class Hybrid	S550e 4D Sedan	\$ 9,171	63.5%	\$ 98,667	Mercedes-Benz S Class	S550 4D Sedan	\$ 10,916	59.4%	\$ 95,927	\$ -	\$ 1,745	4.1%	\$ (2,740)
Toyota Avalon Hybrid	XLE Plus 4D Sedan	\$ 4,586	55.9%	\$ 37,997	Toyota Avalon	XLE Plus 4D Sedan	\$ 7,382	56.9%	\$ 39,433	\$ 1,859	\$ 2,796	-1.0%	\$ 1,436		

SUVs and CROSSOVERS

Hybrid Version			All-Gasoline Version			Cost Factor Differentials									
Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Hybrid Price Premium ¹	Hybrid Fuel Cost Savings ²	Hybrid Depreciation Rate Variance ³	Hybrid Total Cost of Ownership Savings ⁴
%	\$	Subaru XV Crosstrek Hybrid	4D Wagon	\$ 5,724	53.2%	\$ 36,134	Subaru Crosstrek	Premium 4D Wagon	\$ 6,237	52%	\$ 33,381	\$ 3,088	\$ 513	1.6%	\$ (2,753)
		Toyota Highlander Hybrid	Limited 4D SUV AWD	\$ 6,609	55.6%	\$ 50,317	Toyota Highlander	Limited 4D SUV AWD	\$ 8,941	58%	\$ 49,554	\$ 5,569	\$ 2,332	-2.1%	\$ (763)
		Toyota Rav4 Hybrid	XLE 4D SUV AWD	\$ 5,566	60.5%	\$ 38,008	Toyota Rav4	XLE 4D SUV FWD	\$ 6,787	59%	\$ 35,874	\$ 2,631	\$ 1,221	1.1%	\$ (2,134)

LUXURY SUVs and CROSSOVERS

Hybrid Version			All-Gasoline Version			Cost Factor Differentials									
Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Make	Model	Series	Total Fuel Costs	Depreciation Rate	Total Cost of Ownership	Hybrid Price Premium ¹	Hybrid Fuel Cost Savings ²	Hybrid Depreciation Rate Variance ³	Hybrid Total Cost of Ownership Savings ⁴
%	\$	Audi Q5 Hybrid	Prestige 4D SUV	\$ 8,334	52.1%	\$ 56,052	Audi Q5	3.0T Prestige 4D SUV	\$ 10,520	54.2%	\$ 60,536	\$ (935)	\$ 2,186	-2.1%	\$ 4,484
		Infiniti QX60 Hybrid	4D SUV FWD	\$ 6,750	61.3%	\$ 57,749	Infiniti QX60	Base 4D SUV FWD	\$ 9,421	57.7%	\$ 51,101	\$ 8,833	\$ 2,671	3.6%	\$ (6,648)
		Lexus NX 300h	4D SUV FWD	\$ 5,481	50.6%	\$ 43,317	Lexus NX 200t	Base 4D SUV FWD	\$ 9,027	49.7%	\$ 42,092	\$ 5,101	\$ 3,546	0.9%	\$ (1,225)
		Lexus RX 450h	4D SUV FWD	\$ 7,197	57.1%	\$ 56,666	Lexus RX 350	Base 4D SUV FWD	\$ 7,902	55.5%	\$ 48,749	\$ 10,700	\$ 705	1.6%	\$ (7,917)

*Vincentric performed analysis comparing the total cost of ownership of 2016 model year hybrid vehicles vs. a similar all-gasoline powered vehicle. This analysis uses data from June 2016 with results based on 15,000 miles per year over 5 years.

¹ Price Premium - Shows how much more (or less) you pay for the hybrid compared to a similar all-gasoline powered vehicle.

² Fuel Cost Savings - Shows the fuel savings of the hybrid compared to a similar all-gasoline powered vehicle.

³ Depreciation Rate Variance - Shows the difference in the rate of depreciation over five years for the hybrid compared to a similar all-gasoline powered vehicle.

⁴ Total Cost of Ownership Savings - Shows the cost of ownership savings of the hybrid compared to a similar all-gasoline powered vehicle.

⁵ Denotes that this model has been chosen by Vincentric for comparison because no all-gasoline version of the hybrid model exists.

\$ Represents hybrid vehicles with lower total cost of ownership compared to their all-gas counterpart.

📦 Represents the five hybrid vehicles with the greatest fuel cost savings compared to their all-gas counterpart.

% Represents the cost-effective hybrid vehicles with lower depreciation rates compared to their all-gas counterpart.