

As Configured Vehicle

Code	Description	MSRP	Invoice	Dealer
X1E	Base Vehicle Price (X1E)	\$46,289.00	\$41,670.00	\$40,744.00
302A	Equipment Group 302A High	\$6,415.00	\$5,773.00	\$5,645.00
	<p><i>Includes:</i></p> <ul style="list-style-type: none"> - Transmission: Electronic 10-Speed Automatic - Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand, mud/rut. - SYNC 4 w/Enhanced Voice Recognition - Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation. Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Customer receives a complimentary 90-day trial of navigation services when an eligible vehicle is added to a member's FordPass account. Trial period begins on the new vehicle warranty start date. At the end of the complimentary period, navigation service will terminate. Connected service and features depend on compatible Bell network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply. - BLIS w/Cross Traffic Alert - BoxLink Cargo Management System - Includes locking cleats. - Manual Folding Power Glass Sideview Heated Mirrors - Includes turn signal and black skull caps. - Interior Auto-Dimming Rearview Mirror - Dual Zone Automatic Temperature Control - Leather-Wrapped Steering Wheel - Rear Under-Seat Storage - SYNC 4 - Includes 12" LCD capacitive touchscreen with swipe capability, information on demand panel, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual and conversational voice command recognition. - 400W Outlet - Includes one outlet in the IP, 2nd outlet in the console and an additional outlet in the bed. - Intelligent Access w/Push Button Start - Includes approach detection. - SecuriCode Drivers Side Keyless-Entry Keypad - LED Box Lighting w/Zone Lighting - Includes LED CHMSL. - LED Reflector Headlamps - Includes LED fog lamps with LED cornering lamp in fog lamps. - LED Side-Mirror Spotlights - Includes high-intensity LED security approach lamps. - Power-Sliding Rear Window - Includes overhead console. - Remote Start System - Includes remote tailgate release. - Trailer Tow Package - Towing capability up to TBD lbs. - Class IV Trailer Hitch Receiver - Includes towing capability up to TBD lbs., smart trailer tow connector (includes BLIS with trailer tow coverage where BLIS is available), 7-pin wiring harness and 7-pin to 4-pin adaptor. - Pro Trailer Backup Assist - Includes trailer hook up light. - Integrated Trailer Brake Controller - Tailgate LED - 10-Way Power Driver's & Passenger Seats - Multi-adjustable with heated driver and passenger seat. 			
998	Engine: 3.5L V6 EcoBoost	\$3,250.00	\$2,925.00	\$2,860.00
	<p><i>Includes auto start/stop technology system.</i></p> <p><i>Includes:</i></p> <ul style="list-style-type: none"> - GVWR: 3,197 kg (7,050 lb) Payload Package 			
44G	Transmission: Electronic 10-Speed Automatic	Included	Included	Included
	<p><i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand, mud/rut.</i></p>			
XL9	Electronic Locking w/3.55 Axle Ratio	N/C	N/C	N/C

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As Configured Vehicle (cont'd)

Code	Description	MSRP	Invoice	Dealer
NONGV2	GVWR: 3,197 kg (7,050 lb) Payload Package	Included	Included	Included
T88	Tires: 275/65R18 OWL A/T	Included	Included	Included
64X	Wheels: 18" 6-Spoke Machined-Aluminum <i>Includes gloss black painted pockets.</i>	Included	Included	Included
F	Sport Cloth 40/Console/40 Front-Seats <i>Includes cupholders, storage, power driver/manual passenger lumbar, newly designed fabric insert and flow-through console with floor shifter.</i>	Included	Included	Included
145WB	145" Wheelbase	STD	STD	STD
PAINT	Monotone Paint Application	STD	STD	STD
583	Radio: B&O Sound System by Bang & Olufsen <i>Includes HD radio and 8 speakers and subwoofer.</i>	\$900.00	\$810.00	\$792.00
53B	Class IV Trailer Hitch Receiver <i>Includes towing capability up to TBD lbs., smart trailer tow connector (includes BLIS with trailer tow coverage where BLIS is available), 7-pin wiring harness and 7-pin to 4-pin adaptor.</i>	Included	Included	Included
55A	FX4 Off-Road Package <i>Includes:</i> <i>- Hill Descent Control</i> <i>- Off-Road Tuned Front Shock Absorbers</i> <i>- Skid Plates</i> <i>- Rock Crawl Mode</i>	\$950.00	\$855.00	\$836.00
53A	Trailer Tow Package <i>Towing capability up to TBD lbs.</i> <i>Includes:</i> <i>- Class IV Trailer Hitch Receiver</i> <i>Includes towing capability up to TBD lbs., smart trailer tow connector (includes BLIS with trailer tow coverage where BLIS is available), 7-pin wiring harness and 7-pin to 4-pin adaptor.</i> <i>- Pro Trailer Backup Assist</i> <i>Includes trailer hook up light.</i> <i>- Integrated Trailer Brake Controller</i> <i>- Tailgate LED</i>	Included	Included	Included
862	XLT Sport Appearance Package	\$500.00	\$450.00	\$440.00

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As Configured Vehicle (cont'd)

Code	Description	MSRP	Invoice	Dealer
	<i>Includes unique interior finish. Includes: - Wheels: 18" 6-Spoke Machined-Aluminum Includes gloss black painted pockets. - Tires: 275/65R18 OWL A/T - Accent-Colour Step Bars - Dark 2-Bar Style Grille w/Tarnished Dark Surround Includes black accents. - Body-Colour Door & Tailgate Handles Includes body-colour bezel on side doors and black on tailgate. - Body-Colour Front & Rear Bumpers - Sport Cloth 40/Console/40 Front-Seats Includes cupholders, storage, power driver/manual passenger lumbar, newly designed fabric insert and flow-through console with floor shifter. - Chrome Single-Tip Exhaust</i>			
471	400W Outlet	Included	Included	Included
	<i>Includes one outlet in the IP, 2nd outlet in the console and an additional outlet in the bed.</i>			
55B	BoxLink Cargo Management System	Included	Included	Included
	<i>Includes locking cleats.</i>			
413	Skid Plates	Included	Included	Included
153	Front License Plate Bracket	Included	Included	Included
	<i>Standard in provinces where required.</i>			
67T	Integrated Trailer Brake Controller	Included	Included	Included
85P	LED Box Lighting w/Zone Lighting	Included	Included	Included
	<i>Includes LED CHMSL.</i>			
54R	Manual Folding Power Glass Sideview Heated Mirrors	Included	Included	Included
	<i>Includes turn signal and black skull caps. Includes: - Interior Auto-Dimming Rearview Mirror</i>			
59S	LED Side-Mirror Spotlights	Included	Included	Included
	<i>Includes high-intensity LED security approach lamps.</i>			
435_	Power-Sliding Rear Window	Included	Included	Included
	<i>Includes overhead console.</i>			
59R	Remote Start System	Included	Included	Included
	<i>Includes remote tailgate release.</i>			
61K	SecuriCode Drivers Side Keyless-Entry Keypad	Included	Included	Included
524	SYNC 4 w/Enhanced Voice Recognition	Included	Included	Included

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<i>Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation. Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Customer receives a complimentary 90-day trial of navigation services when an eligible vehicle is added to a member's FordPass account. Trial period begins on the new vehicle warranty start date. At the end of the complimentary period, navigation service will terminate. Connected service and features depend on compatible Bell network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i>				
96W	Tough Bed Spray-In Bedliner	\$600.00	\$540.00	\$528.00
96L	Rear Wheel Well Liners	\$200.00	\$180.00	\$176.00
FB_01	Black	N/C	N/C	N/C
JS_01	Iconic Silver Metallic	N/C	N/C	N/C
SUBTOTAL		\$59,104.00	\$53,203.00	\$52,021.00
Destination Charge		\$1,950.00	\$1,950.00	\$1,950.00
TOTAL		\$61,054.00	\$55,153.00	\$53,971.00

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Pricing Summary - Single Vehicle

	MSRP	INVOICE	DEALER
<i>Vehicle Pricing</i>			
Base Vehicle Price	\$46,289.00	\$41,670.00	\$40,744.00
Options & Colours	\$12,815.00	\$11,533.00	\$11,277.00
Upfitting	\$0.00	\$0.00	\$0.00
Fuel Charge	\$0.00	\$0.00	\$0.00
Destination Charge	\$1,950.00	\$1,950.00	\$1,950.00
Subtotal	\$61,054.00	\$55,153.00	\$53,971.00
<i>Pre-Tax Adjustments</i>			
Code	Description		
AET	Air Excise Tax	\$100.00	\$100.00
Total	\$61,154.00	\$55,253.00	\$54,071.00

Customer Signature _____

Acceptance Date _____

18.00 Fuel
 280.00 Ford Admin
 <425.00> WAP F/O
 MY TOTAL → \$53914.44-Plus E.P.

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