

Effective Date	Model	Model Year	Entity / Option Indicator	Entity / Option Name											EOC Code	Applicability	Net Retail Price	CO2
					TREND EDITION	TREND ED BUSINESS	TITANIUM BUSINESS	ST-LINE BUSINESS	VIGNALE									
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5D 1.0T 125 S6.2 M6 FWD	X										1.0L	13980.00	108	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5D 1.0T 125 S6.2 A8 FWD	X										1.0L	15235.00	126	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5D 1.5TD095 S6.2 M6 FWD	X										1.5L	15122.00	92	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5D 1.5TD120 S6.2 M6 FWD	X										1.5L	15902.00	94	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5D 1.5TD120 S6.2 A8 FWD	X										1.5L	17302.00	111	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5W 1.0T 125 S6.2 M6 FWD	X										1.0L	14823.00	108	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5W 1.0T 125 S6.2 A8 FWD	X										1.0L	16123.00	130	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND EDITION 5W 1.5TD095 S6.2 M6 FWD	X										1.5L	15810.00	97	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5D 1.0T 125 S6.2 M6 FWD			X								1.0L	14334.00	108	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5D 1.0T 125 S6.2 A8 FWD			X								1.0L	15504.00	126	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5D 1.5T 150 S6.2 M6 FWD			X								1.5L	15359.00	121	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5D 1.5T 150 S6.2 A8 FWD			X								1.5L	16149.00	133	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5D 1.5TD120 S6.2 M6 FWD			X								1.5L	16779.00	94	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5D 1.5TD120 S6.2 A8 FWD			X								1.5L	17696.00	111	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5W 1.0T 125 S6.2 M6 FWD			X								1.0L	15222.00	108	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5W 1.0T 125 S6.2 A8 FWD			X								1.0L	16522.00	130	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5W 1.5T 150 S6.2 M6 FWD			X								1.5L	16057.00	125	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5W 1.5T 150 S6.2 A8 FWD			X								1.5L	17547.00	134	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5W 1.5TD120 S6.2 M6 FWD			X								1.5L	17289.00	98	
25-Jul-18	NEW FOCUS	MY2018.75	E	TREND ED BUSINESS 5W 1.5TD120 S6.2 A8 FWD			X								1.5L	18589.00	117	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5D 1.0T 125 S6.2 M6 FWD				X							1.0L	14904.00	108	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5D 1.0T 125 S6.2 A8 FWD				X							1.0L	16204.00	126	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5D 1.5T 150 S6.2 M6 FWD				X							1.5L	15929.00	121	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5D 1.5T 150 S6.2 A8 FWD				X							1.5L	17229.00	133	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5D 1.5TD120 S6.2 M6 FWD				X							1.5L	16991.00	94	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5D 1.5TD120 S6.2 A8 FWD				X							1.5L	18181.00	111	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5W 1.5T 150 S6.2 M6 FWD				X							1.5L	16817.00	125	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5W 1.5T 150 S6.2 A8 FWD				X							1.5L	18117.00	134	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5W 1.5TD120 S6.2 M6 FWD				X							1.5L	17859.00	98	
25-Jul-18	NEW FOCUS	MY2018.75	E	TITANIUM BUSINESS 5W 1.5TD120 S6.2 A8 FWD				X							1.5L	19159.00	117	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.0T 125 S6.2 M6 FWD					X						1.0L	15024.00	111	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.0T 125 S6.2 A8 FWD					X						1.0L	16054.00	128	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.5T 150 S6.2 M6 FWD					X						1.5L	15929.00	123	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.5T 150 S6.2 A8 FWD					X						1.5L	17229.00	136	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.5T 175 S6.2 M6 FWD					X						1.5L	16754.00	124	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.5TD120 S6.2 M6 FWD					X						1.5L	16986.00	97	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5D 1.5TD120 S6.2 A8 FWD					X						1.5L	18206.00	113	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5W 1.5T 150 S6.2 M6 FWD					X						1.5L	16967.00	127	
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5W 1.5T 150 S6.2 A8 FWD					X						1.5L	18167.00	136	

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					TREND EDITION	TREND ED BUSINESS		TITANIUM BUSINESS		ST-LINE BUSINESS		VIGNALE						
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5W 1.5T 175 S6.2 M6 FWD							X					1.5L	17992.00	127
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5W 1.5TD120 S6.2 M6 FWD							X					1.5L	18009.00	101
25-Jul-18	NEW FOCUS	MY2018.75	E	ST-LINE BUSINESS 5W 1.5TD120 S6.2 A8 FWD							X					1.5L	19269.00	120
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.0T 125 S6.2 M6 FWD									X			1.0L	18404.00	111
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.0T 125 S6.2 A8 FWD									X			1.0L	18494.00	128
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.5T 150 S6.2 M6 FWD									X			1.5L	18219.00	123
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.5T 150 S6.2 A8 FWD									X			1.5L	20729.00	136
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.5T 175 S6.2 M6 FWD									X			1.5L	19194.00	124
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.5TD120 S6.2 M6 FWD									X			1.5L	19196.00	97
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5D 1.5TD120 S6.2 A8 FWD									X			1.5L	21771.00	113
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5W 1.5T 150 S6.2 M6 FWD									X			1.5L	20317.00	127
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5W 1.5T 150 S6.2 A8 FWD									X			1.5L	21617.00	136
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5W 1.5T 175 S6.2 M6 FWD									X			1.5L	21342.00	127
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5W 1.5TD120 S6.2 M6 FWD									X			1.5L	21359.00	101
25-Jul-18	NEW FOCUS	MY2018.75	E	VIGNALE 5W 1.5TD120 S6.2 A8 FWD									X			1.5L	22659.00	120
25-Jul-18	NEW FOCUS	MY2018.75	O	16" all season tyre (D5PAS)	O		O		O		-		-		382		290.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	16" all season tyre (D5PAS)	-		-		-		-		O		382		290.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	16" all season tyre (D5PAS)	-		-		-		O		-		382		290.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	16" winter tyres (D5PAT)	O		O		O		-		-		383		290.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	17" all season tyre (D5PAS)	O		O		O		-		-		382		587.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	17" all season tyre (D5PAS)	-		-		-		-		O		382		587.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	17" all season tyre (D5PAS)	-		-		-		O		-		382		587.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - Core Metallic	-		-		-		-		O				271.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - Core Metallic	O		O		O		O		-				411.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - Frozen White/Race Red	O		O		O		O		S				140.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - Premium metallic	-		-		-		-		O				797.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - Premium metallic	O		O		O		O		-				937.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Glass - Tinted w/ Privacy Rear Side	-		-		-		-		O		512		164.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Glass - Tinted w/ Privacy Rear Side	O		O		O		O		-		512		164.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Cigar Lighter/Ashtray - Front	-		-		-		-		O		528		7.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Cigar Lighter/Ashtray - Front	O		O		O		O		-		528		7.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Wireless Charging	-		-		-		-		O		658		124.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Wireless Charging	O		O		O		O		-		658		124.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Load Floor Reversable Mat	-		-		-		-		O		421B		112.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Load Floor Reversable Mat	O	1	O	1	O	1	O		-		421B		112.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Load Management System	-		-		-		-		O	3	441		40.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Load Management System	O	2	O	2	O	2	O	3	-		441		40.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Seat Trim - Cloth/Leather	-		-		O		O		-				449.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Cargo Compartment Net	-		-		-		-		O	5	421A		127.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Cargo Compartment Net	O	4	O	4	O	4	O	5	-		421A		127.00	

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25-Jul-18	NEW FOCUS	MY2018.75	O	Head Up Display	-		-		O		O		-		806		265.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	17"A.Whl-Aguil/LCV0W	O		O		-		-		-		55N		297.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	17"AW Style 5 /LCVZ5	-		-		O		-		-		55P		297.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	18"A.Whl-Katan/LCV1O	-		-		-		O		-		55A		566.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	18"AW Style 5 /LCVZ3	-		-		O		-		-		55E		775.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	18"AW-ET55 ST2/LCV1B	-		-		-		-		O		55C		492.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Auto W/S Wiper/LCSSW	O		-		-		-		-		583		187.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Auto W/S Wiper/LCSSW	-		O		-		-		-		583		70.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Blind Spot Mon (HLLAD)	O		-		-		-		-		621		561.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Blind Spot Mon (HLLAD)	-		-		-		-		O		621		524.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Blind Spot Mon (HLLAD)	-		O		O		O		-		621		524.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Det Trlr Cplg /LCV07 (C1MAC)	-		-		-		-		O		371		411.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Det Trlr Cplg /LCV07 (C1MAC)	O	6	O	6	O	6	O		-		371		411.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Fr Parking Aid/LCTXY	O		S		S		S		-		624		325.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Hdlmps-Fxd DSS/LCV0C	-		-		O		-		-		662		985.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Hdlmps-Fxd DSS/LCV0C	O		O		-		-		-		662		1060.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Hdlmps-Fxd DSS/LCV1Q	-		-		-		O		-		662		1140.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Htd Drvr Seat /LCSUS	O		O		O		O		-		497		224.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 5 (ICFAG)	O		-		-		-		-		45G		80.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 9 (ICFAK)	O		-		-		-		-		45K		619.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 10 (ICFAL)	O		-		-		-		-		45L		699.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 47 (ICFBN)	-		-		-		-		O		45N		80.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 47 (ICFBN)	-		O		O		O		-		45N		80.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 48 (ICFBP)	-		O		-		-		-		45P		432.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 48 (ICFBP)	-		-		-		O		-		45P		330.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 48 (ICFBP)	-		-		O		-		-		45P		330.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 48 (ICFBP)	-		-		-		-		O		45P		330.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 49 (ICFBQ)	-		-		-		-		-	O	45Q		512.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	ICE Feat Pk 49 (ICFBQ)	-		O		O		O		-		45Q		512.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	In 2/1 Rw Bzls/LCV06	O	19	O	19	O	19	O	20	-		421D		52.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Man 6W Dr Seat/LCVZX (BYPAE)	O		O		-		-		-		495		622.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Man 6W Dr Seat/LCVZX (BYPAE)	-		-		O		-		-		495		531.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Comfort Pack 1 (AGEAB)	-		O		-		-		-		68AB		439.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Comfort Pack 1 (AGEAB)	O		-		-		-		-		68AB		860.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Comfort Pack 1 (AGEAB)	-		-		-		O		-		68AB		376.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 1/a (AGGAB)	-		O		-		-		-		68AC		1309.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 1/b (AGGAB)	-		-		O		-		-		68AC		1234.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 2/a (AGGAC)	-		-		-		-		O		68AD		494.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 2/b (AGGAC)	-		-		-		O		-		68AD		1578.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 2/c (AGGAC)	-		-		O		-		-		68AD		1712.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 4/b (AGGAE)	-	23	O	23	-		-		-		68AF		1691.00	

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25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 4/d (AGGAE)	-	24	O	24	-		-		-		68AF		1606.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 4/f (AGGAE)	-		-		O	23	-		-		68AF		1429.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 4/h (AGGAE)	-		-		O	24	-		-		68AF		1344.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 5/d (AGGAF)	-		-		-		O	23	-		68AG		1960.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 5/f (AGGAF)	-		-		-		O	24	-		68AG		1875.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 5/g (AGGAF)	-		-		-		-		O	23	68AG		1249.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 5/i (AGGAF)	-		-		-		-		O	24	68AG		1164.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 5/j (AGGAF)	-		-		O	23	-		-		68AG		1907.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Design Wheel Pack 5/l (AGGAF)	-		-		O	24	-		-		68AG		1822.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Family Pack 1 (AGLAB)	O		O		-		O		-		68AI		416.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Family Pack 1 (AGLAB)	-		-		O		-		-		68AI		175.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Parking Pack 1/b (AGNAB)	-		-		-		-		O	23	68AJ		173.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Parking Pack 1/b (AGNAB)	-		O	23	O	23	O	23	-		68AJ		234.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Parking Pack 1/d (AGNAB)	-		-		-		-		O	24	68AJ		293.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Parking Pack 1/d (AGNAB)	-		O	24	O	24	O	24	-		68AJ		354.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Auto (AGUAB)	-		-		O	24	-		-		68AK		620.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Auto (AGUAB)	-		-		-		-		O	24	68AK		382.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Auto (AGUAB)	-		O	24	-		O	24	-		68AK		807.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Auto (AGUAB)	O	24	-		-		-		-		68AK		957.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Manual (AGUAB)	-		-		O	23	-		-		68AK		710.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Manual (AGUAB)	-		-		-		-		O	23	68AK		354.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Manual (AGUAB)	-		O	23	-		O	23	-		68AK		897.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Technology Pack 1 Manual (AGUAB)	O	23	-		-		-		-		68AK		1047.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Winter Pack 1 (AGWAB)	-		-		-		-		O		68AO		336.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Mkt Winter Pack 1 (AGWAB)	O		O		O		O		-		68AO		560.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - SVO (AD4AL)	-		-		-		-		O				935.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Paint - SVO (AD4AL)	O		O		O		O		-				935.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Painted Roof - Black (CJDAS)	O		O		O		O		-		715		152.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Painted Roof - Grey (CJDAR)	O		O		O		O		-		714		152.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Painted Roof - Red (CJDAV)	O		O		O		O		-		716		152.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Panrm Roof Pwr/LCVZW	-		-		-		-		O		483		970.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Panrm Roof Pwr/LCVZW	-		-		O		-		-		483		970.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Panrm Roof Pwr/LCVZW	O		O		-		O		-		483		1100.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Perform Suspen (DWAAN)	-		-		-		O	25	-		534		1461.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Perform Suspen (DWAAN)	-		-		-		-		O	27	534		1122.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Perform Suspen (DWAAN)	-		-		O	26	-		-		534		1122.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Perim/Vol Thft/LCSVA	O		O		-		-		-		573		239.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Perim/Vol Thft/LCSVW	-		-		O		O		-		573		239.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Perim/Vol Thft/LCTY7	-		-		-		-		O		573		239.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Prg Aux Htr-FB/LCV0L (GZAAF)	-		-		-		-		O	23	593		533.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Prg Aux Htr-FB/LCV0L (GZAAF)	O	23	O	23	O	23	O	23	-		593		533.00	

Effective Date	Model	Model Year	Entity / Option Indicator	Entity / Option Name											EOC Code	Applicability	Net Retail Price	CO2
					TREND EDITION		TREND ED BUSINESS		TITANIUM BUSINESS		ST-LINE BUSINESS		VIGNALE					
25-Jul-18	NEW FOCUS	MY2018.75	O	Prg Aux Htr-FB/LCVZ8 (GZAAF)	-		-		-		-		O	24	593		533.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Prg Aux Htr-FB/LCVZ8 (GZAAF)	O	24	O	24	O	24	O	24	-		593		533.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Pwr Lftgt-H/Fr Titanium Wagon (A7FAL)	-		-		O	19	-		-		485		374.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	-		O	19	-		-		-		485		748.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	O	19	-		-		-		-		485		785.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	-		-		-		O	20	-		485		635.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	-		-		-		-		O	20	485		374.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Rear View Camera - 180deg (J3KAR)	-		-		-		-		O		805		400.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Rear View Camera - 180deg (J3KAR)	O		O		O		O		-		805		400.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Sp Whl-Con Stl/LCSVY	-		-		-		-		O	27	631		50.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Sp Whl-Con Stl/LCSVY	O	28	O	28	O	28	O	27	-		631		50.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Speed Ctr&ASLD/LCVZ7	O		-		-		-		-		605		224.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Style Pk-VP#2 /LCV1R	-		-		-		O		-		421F		680.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Style Pk-VP#3 /LCV0G	-		-		O	24	-		-		421G		130.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Style Pk-VP#3 /LCV0M	-		-		O	23	-		-		421G		130.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Ret Trlr Cplg /LCSS1 (C1MAD)	O		O		O	0	O		O		372		673.00	
25-Jul-18	NEW FOCUS	MY2018.75	O	Towing Pre-Pk (C1QAB)	O		O		O	0	O		O		375		70.00	