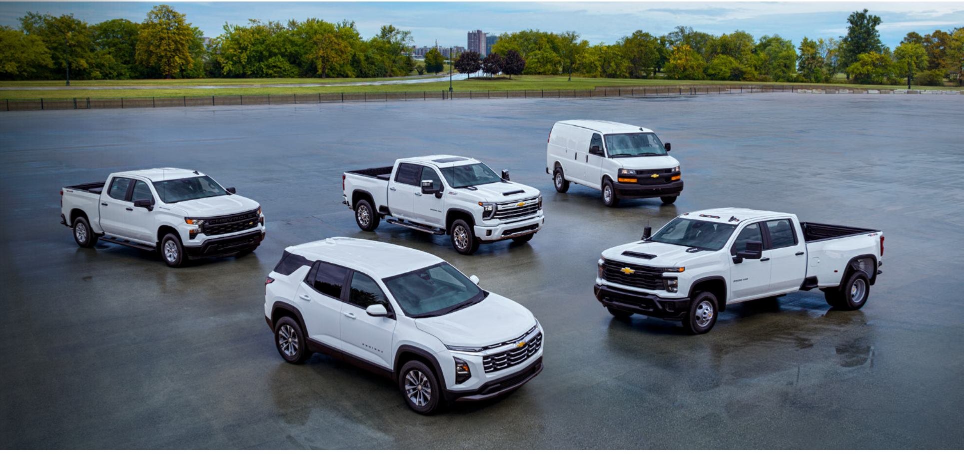
gm Fleet

Total cost of ownership checklist



CALCULATION

INPUTS

ONE TIME

INITIAL INVESTMENT COSTS

Vehicle Acquisition:

MSRP, purchase price or dealer invoice

+ Any additional vehicle package/ trim costs

- Incentives

+ Licensing

Secondary Considerations:

+ Upfit* costs

+ Accessories costs

TIP: Factory ordering vs. dealer stock can save on vehicle acquisition costs

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ANNUALIZED OPERATING COSTS

(annual cost x years in service)

Fuel or Energy:

Miles or cost per gallon (gas)

Miles or cost per KW hour (EV)

TIP: Annual fuel cost = (Annual Miles ÷ MPG) × Avg. Fuel Price

Maintenance/Downtime:

Annual maintenance & repairs

Downtime hours/cost

Recurring Costs:

Telematics/security software

Vehicle finance interest

Insurance

Disposal fees

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RESIDUAL VALUE

Residual value is the estimated % of value left in a vehicle, at a given time, based on the depreciation rate and current market conditions.

Various online resources are available to look up vehicle residuals; see sources below:

- Edmunds®: https://www.edmunds.com/appraisal/
- JD Power™ ALG®: https://www.jdpowervalues.com/alg-automotive-insights-outlook
- Kelley Blue Book®: https://www.kbb.com

TIP: Total cost x estimated residual percentage = residual value

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TOTAL COST OF OWNERSHIP (TCO)

Congratulations! You now have a data-centered way to manage, evaluate and optimize your fleet, including:

- Budgeting
- Forecasting
- Vehicle Selection
- Supplier Negotiations
- Maintenance Optimization
- Performance Tracking
- Fuel Management
- Vehicle Replacement Planning

Upfit: Equipment from independent suppliers is not covered by the GM New Vehicle Limited Warranty. GM is not responsible for the safety or quality of independent supplier alterations.