

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	ACTIVE BUSINESS	ST-LINE BUSINESS	VIGNALE										
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5D 1.0T 125 S6.2 M6 FWD	X												1.0L	14380.00	107	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5D 1.0T 125 S6.2 A8 FWD	X												1.0L	15635.00	126	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5D 1.5TD095 S6.2 M6 FWD	X												1.5L	15422.00	92	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5D 1.5TD120 S6.2 M6 FWD	X												1.5L	16202.00	93	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5D 1.5TD120 S6.2 A8 FWD	X												1.5L	17602.00	110	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5W 1.0T 125 S6.2 M6 FWD	X												1.0L	15303.00	108	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5W 1.0T 125 S6.2 A8 FWD	X												1.0L	16465.00	130	
8.1.19	FOCUS	MY2019.25	E	TREND EDITION 5W 1.5TD095 S6.2 M6 FWD	X												1.5L	16370.00	97	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5D 1.0T 125 S6.2 M6 FWD			X										1.0L	14734.00	107	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5D 1.0T 125 S6.2 A8 FWD			X										1.0L	15904.00	126	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5D 1.5T 150 S6.2 M6 FWD			X										1.5L	15759.00	121	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5D 1.5T 150 S6.2 A8 FWD			X										1.5L	16149.00	133	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5D 1.5TD120 S6.2 M6 FWD			X										1.5L	16779.00	93	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5D 1.5TD120 S6.2 A8 FWD			X										1.5L	17996.00	110	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5W 1.0T 125 S6.2 M6 FWD			X										1.0L	15562.00	108	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5W 1.0T 125 S6.2 A8 FWD			X										1.0L	16822.00	130	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5W 1.5T 150 S6.2 M6 FWD			X										1.5L	16275.00	125	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5W 1.5T 150 S6.2 A8 FWD			X										1.5L	17847.00	134	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5W 1.5TD120 S6.2 M6 FWD			X										1.5L	18009.00	97	
8.1.19	FOCUS	MY2019.25	E	TREND ED BUSINESS 5W 1.5TD120 S6.2 A8 FWD			X										1.5L	18925.00	116	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5D 1.0T 125 S6.2 M6 FWD				X									1.0L	15304.00	107	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5D 1.0T 125 S6.2 A8 FWD				X									1.0L	16204.00	126	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5D 1.5T 150 S6.2 M6 FWD				X									1.5L	16079.00	121	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5D 1.5T 150 S6.2 A8 FWD				X									1.5L	17529.00	133	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5D 1.5TD120 S6.2 M6 FWD				X									1.5L	17291.00	93	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5D 1.5TD120 S6.2 A8 FWD				X									1.5L	18481.00	110	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5W 1.5T 150 S6.2 M6 FWD				X									1.5L	17117.00	125	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5W 1.5T 150 S6.2 A8 FWD				X									1.5L	18417.00	134	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5W 1.5TD120 S6.2 M6 FWD				X									1.5L	18219.00	97	
8.1.19	FOCUS	MY2019.25	E	TITANIUM BUSINESS 5W 1.5TD120 S6.2 A8 FWD				X									1.5L	19459.00	116	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.0T 125 S6.2 M6 FWD					X								1.0L	15244.00	107	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.0T 125 S6.2 A8 FWD					X								1.0L	16544.00	126	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.5T 150 S6.2 M6 FWD					X								1.5L	15969.00	121	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.5T 150 S6.2 A8 FWD					X								1.5L	17569.00	133	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.5TD120 S6.2 M6 FWD					X								1.5L	17011.00	93	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.5TD120 S6.2 A8 FWD					X								1.5L	18511.00	110	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5W 1.5T 150 S6.2 M6 FWD					X								1.5L	16857.00	125	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5W 1.5T 150 S6.2 A8 FWD					X								1.5L	18457.00	134	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5W 1.5TD120 S6.2 M6 FWD					X								1.5L	18199.00	97	
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5W 1.5TD120 S6.2 A8 FWD					X								1.5L	19499.00	116	
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.0T 125 S6.2 M6 FWD						X							1.0L	15424.00	107	
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.0T 125 S6.2 A8 FWD						X							1.0L	16354.00	126	

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					TREND EDITION	TREND ED BUSINESS		TITANIUM BUSINESS		ACTIVE BUSINESS		ST-LINE BUSINESS		VIGNALE					
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.5T 150 S6.2 M6 FWD									X				1.5L	15929.00	121
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.5T 150 S6.2 A8 FWD									X				1.5L	17229.00	133
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.5T 182 S6.2 M6 FWD									X				1.5L	17054.00	122
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.5TD120 S6.2 M6 FWD									X				1.5L	17286.00	93
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.5TD120 S6.2 A8 FWD									X				1.5L	18506.00	110
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5W 1.5T 150 S6.2 M6 FWD									X				1.5L	17367.00	125
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5W 1.5T 150 S6.2 A8 FWD									X				1.5L	18467.00	134
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5W 1.5T 182 S6.2 M6 FWD									X				1.5L	18292.00	125
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5W 1.5TD120 S6.2 M6 FWD									X				1.5L	18309.00	97
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5W 1.5TD120 S6.2 A8 FWD									X				1.5L	19569.00	116
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.0T 125 S6.2 M6 FWD										X			1.0L	18704.00	107
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.0T 125 S6.2 A8 FWD										X			1.0L	18794.00	126
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.5T 150 S6.2 M6 FWD										X			1.5L	18519.00	121
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.5T 150 S6.2 A8 FWD										X			1.5L	21029.00	133
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.5T 182 S6.2 M6 FWD										X			1.5L	19334.00	122
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.5TD120 S6.2 M6 FWD										X			1.5L	19336.00	93
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.5TD120 S6.2 A8 FWD										X			1.5L	22071.00	110
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5W 1.5T 150 S6.2 M6 FWD										X			1.5L	20617.00	125
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5W 1.5T 150 S6.2 A8 FWD										X			1.5L	21917.00	134
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5W 1.5T 182 S6.2 M6 FWD										X			1.5L	21642.00	125
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5W 1.5TD120 S6.2 M6 FWD										X			1.5L	21659.00	97
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5W 1.5TD120 S6.2 A8 FWD										X			1.5L	22959.00	116
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5D 1.5T 182 S6.2 A8 FWD										X			1.5L	22054.00	132
8.1.19	FOCUS	MY2019.25	E	VIGNALE 5W 1.5T 182 S6.2 A8 FWD										X			1.5L	22942.00	133
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5D 1.5T 182 S6.2 A8 FWD									X				1.5L	18554.00	132
8.1.19	FOCUS	MY2019.25	E	ST-LINE BUSINESS 5W 1.5T 182 S6.2 A8 FWD									X				1.5L	19492.00	133
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5D 1.5T 182 S6.2 A8 FWD							X						1.5L	18494.00	132
8.1.19	FOCUS	MY2019.25	E	ACTIVE BUSINESS 5W 1.5T 182 S6.2 A8 FWD							X						1.5L	19482.00	133
8.1.19	FOCUS	MY2019.25	O	16" all season tyre (D5PAS)	O		O		O		O		-			382		290.00	
8.1.19	FOCUS	MY2019.25	O	16" all season tyre (D5PAS)	-		-		-		-		-	O		382		290.00	
8.1.19	FOCUS	MY2019.25	O	16" winter tyres (D5PAT)	O		O		O		-		-	-		383		290.00	
8.1.19	FOCUS	MY2019.25	O	17" all season tyre (D5PAS)	O		O	1	O		O		O		-	382		587.00	
8.1.19	FOCUS	MY2019.25	O	17" all season tyre (D5PAS)	-		-		-		-		-	O		382		587.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Core Metallic	-		-		-		-		O	-				411.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Core Metallic	-		-		-		-		-	O				271.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Core Metallic	O		O		O		O		-	-				411.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Fashion Metallic	-		-		-		O		-	-				484.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Frozen White (ST-Line Business)	-		-		-		-		O	-				140.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Frozen White/Race Red	O		O	2	O		O		-	-				140.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Premium metallic	-		-		-		-		O	-				937.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Premium metallic	-		-		-		-		-	O				797.00	
8.1.19	FOCUS	MY2019.25	O	Paint - Premium metallic	O		O	2	O		O		-	-				937.00	
8.1.19	FOCUS	MY2019.25	O	Glass - Tinted w/ Privacy Rear Side	O		O		O		O		O	-		512		164.00	

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8.1.19	FOCUS	MY2019.25	O	Glass - Tinted w/ Privacy Rear Side	-	-	-	-	-	-	O		512		164.00	
8.1.19	FOCUS	MY2019.25	O	Cigar Lighter/Ashtray - Front	O	O	O	O	O	O	-		528		7.00	
8.1.19	FOCUS	MY2019.25	O	Cigar Lighter/Ashtray - Front	-	-	-	-	-	-	O		528		7.00	
8.1.19	FOCUS	MY2019.25	O	Wireless Charging	O	O	O	O	O	O	-		658		124.00	
8.1.19	FOCUS	MY2019.25	O	Wireless Charging	-	-	-	-	-	-	O		658		124.00	
8.1.19	FOCUS	MY2019.25	O	Load Floor Reversible Mat	O	3 O	3 O	3 O	O	O	-		421B		112.00	
8.1.19	FOCUS	MY2019.25	O	Load Floor Reversible Mat	-	-	-	-	-	-	O		421B		112.00	
8.1.19	FOCUS	MY2019.25	O	Load Management System	O	4 O	4 O	4 O	5 O	5 -			441		40.00	
8.1.19	FOCUS	MY2019.25	O	Load Management System	-	-	-	-	-	-	O	5	441		40.00	
8.1.19	FOCUS	MY2019.25	O	Cargo Compartment Net	O	6 O	6 O	6 O	7 O	7 -			421A		150.00	
8.1.19	FOCUS	MY2019.25	O	Cargo Compartment Net	-	-	-	-	-	-	O	7	421A		150.00	
8.1.19	FOCUS	MY2019.25	O	Head Up Display	-	-	O	O	O		-		806		265.00	
8.1.19	FOCUS	MY2019.25	O	17"A.Whl-Aguil/LCV0W	O	O	-	-	-	-	-		55N		297.00	
8.1.19	FOCUS	MY2019.25	O	17"AW Style 5 /LCVZ5	-	-	O	-	-	-	-		55P		297.00	
8.1.19	FOCUS	MY2019.25	O	18"A.Whl-Katan/LCV1O	-	-	-	-	-	O	-		55A		566.00	
8.1.19	FOCUS	MY2019.25	O	18"AW Style 3 /LCXWB	-	-	-	O	-	-	-		55D		478.00	
8.1.19	FOCUS	MY2019.25	O	18"AW Style 5 /LCVZ3	-	-	O	-	-	-	-		55E		775.00	
8.1.19	FOCUS	MY2019.25	O	18"AW-ET55 ST2/LCV1B	-	-	-	-	-	-	O		55C		492.00	
8.1.19	FOCUS	MY2019.25	O	Auto W/S Wiper/LCSSW	O		-	-	-	-	-		583		187.00	
8.1.19	FOCUS	MY2019.25	O	Auto W/S Wiper/LCSSW		O	-	-	-	-	-		583		70.00	
8.1.19	FOCUS	MY2019.25	O	Blind Spot Mon (HLLAD)	O	-	-	-	-	-	-		621		561.00	
8.1.19	FOCUS	MY2019.25	O	Blind Spot Mon (HLLAD)	-	O	O	O	O	O	-		621		524.00	
8.1.19	FOCUS	MY2019.25	O	Blind Spot Mon (HLLAD)	-	-	-	-	-	-	O		621		524.00	
8.1.19	FOCUS	MY2019.25	O	Cloth/Leather /LCV0H	-	-	O	O	O	O	-		765G		449.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 1/LCWQ3	-		O	-	-	-	-		68AC		1234.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 1/LCWSA	-	O	-	-	-	-	-		68AC		1309.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 2/LCWQ4	-	-	O	-	-	-	-		68AD		1712.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 2/LCWSL	-	-	-	-	-	-	O		68AD		444.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 2/LCWSP	-	-	-	-	-	O	-		68AD		1578.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 4/LCW72	-	O	11	-	-	-	-		68AF		1691.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 4/LCW72	-	O	12	-	-	-	-		68AF		1606.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 4/LCW7W	-	-	O	9	-	-	-		68AF		1429.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 4/LCW7W	-	-	O	8	-	-	-		68AF		1344.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 5/LCW74	-	-	-	-	-	O	9		68AG		1960.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 5/LCW74	-	-	-	-	-	O	8		68AG		1875.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 5/LCW7X	-	-	O	9	-	-	-		68AG		1907.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 5/LCW7X	-	-	O	8	-	-	-		68AG		1822.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 5/LCXPG	-	-	-	-	-	-	O	9	68AG		1249.00	
8.1.19	FOCUS	MY2019.25	O	Dsg Wheel Pk 5/LCXPG	-	-	-	-	-	-	O	8	68AG		1164.00	
8.1.19	FOCUS	MY2019.25	O	Fr Parking Aid/LCTXY	O	-	-	-	-	-	-		624		325.00	
8.1.19	FOCUS	MY2019.25	O	Hdlmps-Fxd DSS/LCWXR	-	-	O	-	-	-	-		662		985.00	
8.1.19	FOCUS	MY2019.25	O	Hdlmps-Fxd DSS/LCWXR	O	O	13	-	-	-	-		662		1060.00	
8.1.19	FOCUS	MY2019.25	O	Hdlmps-Fxd DSS/LCWSS	-	-	-	O	O	O	-		662		1140.00	
8.1.19	FOCUS	MY2019.25	O	Htd Drvr Seat /LCSUS	O	O	O	O	O	O	-		497		224.00	

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8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 9 (ICFAK)	O		-		-		-		-		45K		902.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 10 (ICFAL)	O		-		-		-		-		45L		982.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 47 (ICFBN)	-		O		O		O		-		45N		80.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 47 (ICFBN)	-		-		-		-		O		45N		80.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 48 (ICFBP)	-		O		-		O		-		45P		432.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 48 (ICFBP)	-		-		-		-		O		45P		330.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 48 (ICFBP)	-		-		O		-		-		45P		330.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 48 (ICFBP)	-		-		-		-		O		45P		330.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 49 (ICFBQ)	-		O		O		O		-		45Q		550.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 49 (ICFBQ)	-		-		-		-		O		45Q		550.00			
8.1.19	FOCUS	MY2019.25	O	ICE Feat Pk 55/LCXV1	O		-		-		-		-		45W		80.00			
8.1.19	FOCUS	MY2019.25	O	In 2/1 Rw Bzls/LCXV4	O	14	O	14	-		O	15	O	15	-	421D		100.00		
8.1.19	FOCUS	MY2019.25	O	In 2/1 Rw Bzls/LCXV4	-		-		O	14	-		-		-	421D		100.00		
8.1.19	FOCUS	MY2019.25	O	Man 6W Dr Seat/LCVZX (BYPAE)	O		O		-		-		-		-	495		622.00		
8.1.19	FOCUS	MY2019.25	O	Man 6W Dr Seat/LCVZX (BYPAE)	-		-		O		-		-		-	495		531.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Comfort Pack 1 (AGEAB)	O		-		-		-		-		-	68AB		860.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Comfort Pack 1 (AGEAB)	-		O		-		-		-		-	68AB		439.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Comfort Pack 1 (AGEAB)	-		-		-		O		O		-	68AB		376.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Family Pack 1 (AGLAB)	O		O		-		O		O		-	68AI		416.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Family Pack 1 (AGLAB)	-		-		O		-		-		-	68AI		175.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Winter Pack 1 (AGWAB)	-		-		-		-		-		O	68AO		336.00		
8.1.19	FOCUS	MY2019.25	O	Mkt Winter Pack 1 (AGWAB)	O		O		O		O		O		-	68AO		560.00		
8.1.19	FOCUS	MY2019.25	O	Paint - SVO (AD4AL)	-		-		-		-		O		-			935.00		
8.1.19	FOCUS	MY2019.25	O	Paint - SVO (AD4AL)	-		-		-		-		-		O			795.00		
8.1.19	FOCUS	MY2019.25	O	Paint - SVO (AD4AL)	O		O		2	O		O		-		-		935.00		
8.1.19	FOCUS	MY2019.25	O	Painted Roof - Black (CJDAS)	O	3	O	16	O	3	O		O		-	715		170.00		
8.1.19	FOCUS	MY2019.25	O	Painted Roof - Grey (CJDAR)	O	3	O	16	O	3	-		O		-	714		170.00		
8.1.19	FOCUS	MY2019.25	O	Panrm Roof Pwr/LCVZW	-		-		O		-		-		-	483		970.00		
8.1.19	FOCUS	MY2019.25	O	Panrm Roof Pwr/LCVZW	-		-		-		-		-		O	483		970.00		
8.1.19	FOCUS	MY2019.25	O	Panrm Roof Pwr/LCVZW	O		O		-		O	15	O		-	483		1100.00		
8.1.19	FOCUS	MY2019.25	O	Parking Pack 1 (AGNAB)	-		-		-		-		-		O	18	68AJ		293.00	
8.1.19	FOCUS	MY2019.25	O	Parking Pack 1 (AGNAB)	-		-		-		-		-		-	-	68AJ		679.00	
8.1.19	FOCUS	MY2019.25	O	Parking Pack 1 (AGNAB)	-		O	18	O	18	O	18	O	18	-	-	68AJ		354.00	
8.1.19	FOCUS	MY2019.25	O	Parking Pack 1/LCWR0	-		-		-		-		-		O	10	68AJ		173.00	
8.1.19	FOCUS	MY2019.25	O	Parking Pack 1/LCWR0	-		O	10	O	10	O	10	O	10	-	-	68AJ		234.00	
8.1.19	FOCUS	MY2019.25	O	Perform Suspen (DWAAN)	-		-		-		-		O	19	-	-	534		1461.00	
8.1.19	FOCUS	MY2019.25	O	Perform Suspen (DWAAN)	-		-		O	21	-		-		-	-	534		1122.00	
8.1.19	FOCUS	MY2019.25	O	Perform Suspen (DWAAN)	-		-		-		-		-		O	17	534		1122.00	
8.1.19	FOCUS	MY2019.25	O	Perim/Vol Thft/LCSVW	-		-		O		O		O		-	-	573		239.00	
8.1.19	FOCUS	MY2019.25	O	Perim/Vol Thft/LCTY7	O		O		-		-		-		-	-	573		239.00	
8.1.19	FOCUS	MY2019.25	O	Perim/Vol Thft/LCTY7	-		-		-		-		-		O	-	573		239.00	
8.1.19	FOCUS	MY2019.25	O	Prg Aux Htr-FB A8 (GZAAF)	O	18	O	22	O	18	-		O	18	-	-	593		533.00	
8.1.19	FOCUS	MY2019.25	O	Prg Aux Htr-FB A8 (GZAAF)	-		-		-		-		-		O	18	593		533.00	
8.1.19	FOCUS	MY2019.25	O	Prg Aux Htr-FB M6 (GZAAF)	O	10	O	23	O	10	-		O	10	-	-	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		ACTIVE BUSINESS		ST-LINE BUSINESS		VIGNALE				
8.1.19	FOCUS	MY2019.25	O	Prg Aux Htr-FB M6 (GZAAF)	-		-		-		-		O	10	593		533.00	
8.1.19	FOCUS	MY2019.25	O	Pwr Lftgt-H/Fr Titanium Wagon (A7FAL)	-		-		O	14	-		-		485		374.00	
8.1.19	FOCUS	MY2019.25	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	O	14	-		-		-		-		485		785.00	
8.1.19	FOCUS	MY2019.25	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	-		O	14	-		-		-		485		748.00	
8.1.19	FOCUS	MY2019.25	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	-		-		-		O	15	O	15	-		485	635.00
8.1.19	FOCUS	MY2019.25	O	Pwr Lftgt-H/Fr Wagon (A7FAL)	-		-		-		-		O	15	485		374.00	
8.1.19	FOCUS	MY2019.25	O	Rear View Camera - 180deg (J3KAR)	O		O		O		O		O		805		400.00	
8.1.19	FOCUS	MY2019.25	O	Rear View Camera - 180deg (J3KAR)	-		-		-		-		O		805		400.00	
8.1.19	FOCUS	MY2019.25	O	Sp Whl-Con Stl/LCXV5	O	26	O	26	O	25	O	17	O	17	-		631	80.00
8.1.19	FOCUS	MY2019.25	O	Sp Whl-Con Stl/LCXV5	-		-		-		-		O	17	631		80.00	
8.1.19	FOCUS	MY2019.25	O	Speed Ctr&ASLD/LCVZ7	O		-		-		-		-		605		224.00	
8.1.19	FOCUS	MY2019.25	O	Style Pk-VP#1 /LCXWD	-		-		-		O		-		421E		158.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1 (AGUAB)	-		-		O	18	-		-		68AK		620.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1 (AGUAB)	-		-		-		-		O	18	68AK		382.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1 (AGUAB)	-		O	22	-		O	18	O	18	-		68AK	807.00
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1 (AGUAB)	O	18	-		-		-		-		68AK		957.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1/LCWR1	-		-		O	10	-		-		68AK		710.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1/LCWR1	-		-		-		-		O	10	68AK		354.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1/LCWR1	-		O	27	-		O	10	-		68AK		897.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1/LCWR1	O	10	-		-		-		-		68AK		1047.00	
8.1.19	FOCUS	MY2019.25	O	Technology Pk 1/LCWSR	-		-		-		-		O	10	-		68AK	897.00
8.1.19	FOCUS	MY2019.25	O	Det Trlr Cplg /LCV07 (C1MAC)	O	3	O		O	3	O		O		-		371	411.00
8.1.19	FOCUS	MY2019.25	O	Det Trlr Cplg /LCV07 (C1MAC)	-		-		-		-		O		371		411.00	
8.1.19	FOCUS	MY2019.25	O	Ret Trlr Cplg /LCWSJ	O	14	O	14	O	14	O	15	O	15	-		372	673.00
8.1.19	FOCUS	MY2019.25	O	Ret Trlr Cplg /LCWSJ	-		-		-		-		O	15	372		673.00	
8.1.19	FOCUS	MY2019.25	O	Style Pk-VP#2 /LCWST	-		-		-		-		O		421F		680.00	
8.1.19	FOCUS	MY2019.25	O	Style Pk-VP#3 /LCV0G	-		-		O	18	-		-		421G		130.00	
8.1.19	FOCUS	MY2019.25	O	Style Pk-VP#3 /LCV0M	-		-		O	10	-		-		421G		130.00	