



# Vincentric Canadian 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 <sup>1</sup>	Hybrid Fuel Cost Savings <sup>2</sup>	Hybrid Depreciation Rate Variance <sup>3</sup>	Hybrid Total Cost of Ownership Savings <sup>4</sup>
		Chevrolet	Malibu Hybrid	4D Sedan	\$ 3,996	71.8%	\$ 46,942	Chevrolet	Malibu	LT 4D Sedan	\$ 6,036	69.9%	\$ 44,654	\$ 3,533	\$ 2,040	1.9%	\$ (2,288)
		Ford	C-Max Hybrid	SE 5D Hatchback	\$ 4,721	70.4%	\$ 44,200	Ford	Focus <sup>5</sup>	SE 4D Sedan	\$ 6,361	68.0%	\$ 38,162	\$ 6,524	\$ 1,640	2.4%	\$ (6,038)
		Ford	C-Max Hybrid	SEL 5D Hatchback	\$ 4,721	70.0%	\$ 48,119	Ford	Focus <sup>5</sup>	Titanium 4D Sedan	\$ 6,131	73.6%	\$ 46,878	\$ 3,431	\$ 1,410	-3.6%	\$ (1,241)
		Ford	Fusion Hybrid	S 4D Sedan	\$ 4,385	76.0%	\$ 47,858	Ford	Fusion	S 4D Sedan	\$ 7,034	73.7%	\$ 42,743	\$ 5,654	\$ 2,649	2.4%	\$ (5,115)
		Ford	Fusion Hybrid	SE 4D Sedan	\$ 4,385	76.1%	\$ 48,483	Ford	Fusion	SE 4D Sedan FWD	\$ 7,034	73.9%	\$ 44,905	\$ 4,483	\$ 2,649	2.3%	\$ (3,578)
		Ford	Fusion Hybrid	Titanium 4D Sedan	\$ 4,385	77.6%	\$ 54,926	Ford	Fusion	Titanium 4D Sedan AWD	\$ 7,378	76.9%	\$ 55,639	\$ 1,088	\$ 2,993	0.7%	\$ 713
		Honda	CR-Z	Premium 2D Coupe at	\$ 5,472	69.7%	\$ 46,387	Honda	Civic <sup>5</sup>	LX 2D Coupe at	\$ 5,466	66.0%	\$ 38,840	\$ 6,864	\$ (6)	3.6%	\$ (7,547)
		Honda	CR-Z	Premium 2D Coupe 6sp	\$ 5,759	71.2%	\$ 45,727	Honda	Civic <sup>5</sup>	LX 2D Coupe 5sp	\$ 6,051	67.9%	\$ 38,489	\$ 6,849	\$ 292	3.3%	\$ (7,238)
		Hyundai	Sonata Hybrid	4D Sedan	\$ 4,459	70.5%	\$ 46,116	Hyundai	Sonata	GL 4D Sedan	\$ 6,412	73.0%	\$ 43,959	\$ 5,011	\$ 1,953	-2.4%	\$ (2,157)
		Hyundai	Sonata Hybrid	Limited 4D Sedan	\$ 4,574	69.5%	\$ 50,287	Hyundai	Sonata	Limited 4D Sedan	\$ 6,412	72.5%	\$ 53,475	\$ (216)	\$ 1,838	-3.1%	\$ 3,188
		Hyundai	Sonata Hybrid	Ultimate 4D Sedan	\$ 4,574	69.2%	\$ 53,556	Hyundai	Sonata	2.0T Ultimate 4D Sedan	\$ 7,169	71.9%	\$ 56,192	\$ 1,975	\$ 2,595	-2.7%	\$ 2,636
		Kia	Optima Hybrid	LX 4D Sedan at	\$ 4,977	70.1%	\$ 47,167	Kia	Optima	LX 4D Sedan at	\$ 6,412	69.2%	\$ 42,204	\$ 5,843	\$ 1,435	1.3%	\$ (4,963)
		Kia	Optima Hybrid	EX 4D Sedan at	\$ 5,093	70.4%	\$ 50,748	Kia	Optima	EX 4D Sedan at	\$ 5,093	68.7%	\$ 46,377	\$ 3,861	\$ -	1.8%	\$ (4,371)
		Kia	Optima Hybrid	EX Premium 4D Sedan at	\$ 5,093	70.3%	\$ 54,039	Kia	Optima	EX Tech 4D Sedan at	\$ 6,412	69.0%	\$ 50,206	\$ 4,433	\$ 1,319	1.3%	\$ (3,833)
		Toyota	Camry Hybrid	LE 4D Sedan	\$ 4,535	65.2%	\$ 44,074	Toyota	Camry	LE 4D Sedan	\$ 6,484	64.5%	\$ 41,865	\$ 4,520	\$ 1,949	0.7%	\$ (2,209)
		Toyota	Camry Hybrid	SE 4D Sedan	\$ 4,622	67.0%	\$ 47,256	Toyota	Camry	SE 4D Sedan	\$ 6,484	65.1%	\$ 43,253	\$ 5,802	\$ 1,862	2.0%	\$ (4,003)
		Toyota	Camry Hybrid	XLE 4D Sedan	\$ 4,622	67.7%	\$ 51,833	Toyota	Camry	XLE 4D Sedan	\$ 6,484	66.1%	\$ 48,997	\$ 4,617	\$ 1,862	1.5%	\$ (2,836)
		Toyota	Prius	Base 5D Hatchback	\$ 3,556	61.4%	\$ 39,497	Toyota	Corolla <sup>5</sup>	CE 4D Sedan at	\$ 5,782	62.6%	\$ 34,977	\$ 8,430	\$ 2,226	-1.2%	\$ (4,520)
		Toyota	Prius	Touring 5D Hatchback	\$ 3,556	61.8%	\$ 42,897	Toyota	Corolla <sup>5</sup>	S 4D Sedan at	\$ 5,782	63.5%	\$ 38,328	\$ 8,452	\$ 2,226	-1.6%	\$ (4,569)
		Toyota	Prius	Technology 5D Hatchback	\$ 3,556	61.4%	\$ 42,009	Toyota	Corolla <sup>5</sup>	LE 4D Sedan at	\$ 5,782	63.4%	\$ 37,724	\$ 8,474	\$ 2,226	-1.9%	\$ (4,285)
		Toyota	Prius V	5D Hatchback	\$ 4,420	65.3%	\$ 43,088	Toyota	Camry <sup>5</sup>	SE 4D Sedan	\$ 6,484	65.1%	\$ 43,253	\$ 2,066	\$ 2,064	0.3%	\$ 165
		Toyota	Prius C	Base 5D Hatchback	\$ 4,407	63.7%	\$ 35,923	Toyota	Yaris <sup>5</sup>	Base 4D Sedan at	\$ 5,132	60.7%	\$ 33,788	\$ 2,993	\$ 725	3.1%	\$ (2,135)
		Toyota	Prius C	Technology 5D Hatchback	\$ 4,407	67.1%	\$ 41,805	Toyota	Yaris <sup>5</sup>	Premium 4D Sedan at	\$ 5,132	62.5%	\$ 36,002	\$ 6,291	\$ 725	4.6%	\$ (5,803)
		Volkswagen	Jetta Hybrid	4D Sedan	\$ 4,933	72.6%	\$ 56,720	Volkswagen	Jetta	Highline 4D Sedan 1.8 at	\$ 6,288	68.5%	\$ 48,163	\$ 8,722	\$ 1,355	4.1%	\$ (8,557)

## 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 <sup>1</sup>	Hybrid Fuel Cost Savings <sup>2</sup>	Hybrid Depreciation Rate Variance <sup>3</sup>	Hybrid Total Cost of Ownership Savings <sup>4</sup>
		Acura	RLX Hybrid	Sports Tech 4D Sedan	\$ 7,183	73.9%	\$ 87,886	Acura	TLX <sup>5</sup>	SH-AWD Tech 4D Sedan	\$ 8,809	70.3%	\$ 65,422	\$ 18,218	\$ 1,626	3.6%	\$ (22,464)
		Acura	RLX Hybrid	Sports Elite 4D Sedan	\$ 7,183	73.4%	\$ 94,201	Acura	TLX <sup>5</sup>	SH-AWD Elite 4D Sedan	\$ 8,809	70.4%	\$ 69,114	\$ 20,953	\$ 1,626	3.0%	\$ (25,087)
		Lexus	CT 200h	5D Hatchback	\$ 4,500	69.0%	\$ 48,132	Lexus	IS 200t <sup>5</sup>	4D Sedan at	\$ 8,379	60.2%	\$ 54,511	\$ (5,080)	\$ 3,879	8.8%	\$ 6,379
		Lexus	ES 300h	4D Sedan	\$ 4,701	65.9%	\$ 60,297	Lexus	ES 350	4D Sedan	\$ 8,952	61.4%	\$ 56,225	\$ 7,002	\$ 4,251	4.4%	\$ (4,072)
		Lexus	LS 600h L	4D Sedan AWD	\$ 10,652	73.2%	\$ 179,294	Lexus	LS 460L	4D Sedan AWD	\$ 11,964	71.7%	\$ 158,413	\$ 18,288	\$ 1,312	1.5%	\$ (20,881)
		Lincoln	MKZ Hybrid	4D Sedan Hybrid	\$ 4,622	72.4%	\$ 57,387	Lincoln	MKZ	4D Sedan 2.0 FWD	\$ 7,069	71.9%	\$ 59,136	\$ -	\$ 2,447	0.5%	\$ 1,749



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## 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 <sup>1</sup>	Hybrid Fuel Cost Savings <sup>2</sup>	Hybrid Depreciation Rate Variance <sup>3</sup>	Hybrid Total Cost of Ownership Savings <sup>4</sup>
	Subaru	XV Crosstrek Hybrid	5D Hatchback at	\$ 5,901	66.8%	\$ 48,682	Subaru	Crosstrek	Sport w/ Tech Pkg 5D Hatchback at	\$ 6,459	66.3%	\$ 46,989	\$ 1,075	\$ 558	0.5%	\$ (1,693)
	Toyota	Highlander Hybrid	Limited 4D Utility	\$ 6,740	55.2%	\$ 65,623	Toyota	Highlander	Limited 4D Utility AWD	\$ 9,156	48.7%	\$ 58,288	\$ 7,633	\$ 2,416	6.5%	\$ (7,335)
	Toyota	Highlander Hybrid	LE 4D Utility	\$ 6,619	52.7%	\$ 56,499	Toyota	Highlander	LE 4D Utility AWD	\$ 9,156	46.9%	\$ 48,534	\$ 9,468	\$ 2,537	5.8%	\$ (7,965)
	Toyota	Highlander Hybrid	XLE 4D Utility	\$ 6,740	52.6%	\$ 58,740	Toyota	Highlander	XLE 4D Utility AWD	\$ 9,156	46.9%	\$ 53,394	\$ 6,212	\$ 2,416	5.6%	\$ (5,346)
\$	Toyota	Rav4 Hybrid	Limited 4D Utility AWD	\$ 5,714	57.4%	\$ 52,337	Toyota	Rav4	Limited 4D Utility AWD	\$ 7,505	56.7%	\$ 52,424	\$ 836	\$ 1,791	0.7%	\$ 87
	Toyota	Rav4 Hybrid	XLE 4D Utility AWD	\$ 5,714	59.2%	\$ 49,349	Toyota	Rav4	XLE 4D Utility AWD	\$ 7,497	57.5%	\$ 47,296	\$ 2,809	\$ 1,783	1.7%	\$ (2,053)

## 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 <sup>1</sup>	Hybrid Fuel Cost Savings <sup>2</sup>	Hybrid Depreciation Rate Variance <sup>3</sup>	Hybrid Total Cost of Ownership Savings <sup>4</sup>
	Audi	Q5 Hybrid	4D Utility	\$ 8,263	68.3%	\$ 78,985	Audi	Q5	Technik 4D Utility 2.0T	\$ 9,631	68.3%	\$ 72,625	\$ 7,720	\$ 1,368	0.1%	\$ (6,360)
	Infiniti	QX60 Hybrid	Premium 4D Utility AWD	\$ 6,871	63.6%	\$ 75,380	Infiniti	QX60	Premium 4D Utility AWD	\$ 9,898	62.2%	\$ 71,324	\$ 5,308	\$ 3,027	1.4%	\$ (4,056)
	Lexus	NX 300h	4D Utility	\$ 5,838	62.7%	\$ 68,835	Lexus	NX 200t	4D Utility	\$ 8,877	60.4%	\$ 57,380	\$ 12,897	\$ 3,039	2.3%	\$ (11,455)
	Lexus	RX 450h	Base 4D Utility AWD	\$ 7,320	58.9%	\$ 82,033	Lexus	RX 350	Base 4D Utility AWD	\$ 9,898	59.1%	\$ 70,339	\$ 15,298	\$ 2,578	-0.1%	\$ (11,694)
	Lexus	RX 450h	F Sport 4D Utility AWD	\$ 7,320	57.5%	\$ 87,420	Lexus	RX 350	F Sport 4D Utility AWD	\$ 9,898	58.2%	\$ 78,502	\$ 12,914	\$ 2,578	-0.7%	\$ (8,918)

\*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 August 2016 with results based on 15,000 kilometers per year over 5 years.

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

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

<sup>3</sup> 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.

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

<sup>5</sup> 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 a similar all-gasoline powered vehicle.

📦 Represents the 10 hybrid vehicles with the greatest fuel cost savings compared to a similar all-gasoline powered vehicle.

% Represents the hybrid vehicles with lower depreciation rates compared to a similar all-gasoline powered vehicle.